**A health care company with global reach. A product pipeline filled to the brim. A team committed to scientific advancement.**

Novartis provides healthcare solutions that address the evolving needs of patients and societies – products to prevent and treat diseases, ease suffering and enhance quality of life. The Novartis portfolio focuses on science-based healthcare sectors that are growing and reward innovation, such as pharmaceuticals, eye care, generics, vaccines and diagnostics, over-the-counter (OTC) and animal health. Novartis is the only company with leading positions in each of these areas. Novartis research is driven by a distinctive clinical and scientific strategy focusing on unmet medical need and knowledge of disease. Corporate social responsibility is an integral part of how Novartis operates and key to our success. We focus on improving access to healthcare globally, and our Malaria Initiative has become one of the largest access-to-medicine programs in the healthcare industry, as measured by patients reached.

Novartis is a global leader in healthcare, and a growing innovative pharmaceutical company. We have one of the strongest product development pipelines in the industry today, brought to life by our diverse, talented and performance driven people.

Job Purpose

The **Field Medical Advisor Specialist** strategically prepare the market for the launch of new drugs and ensure support to existing brands, through medical activities, methodological support, information sharing and dissemination within the scientific community and Key Opinion Leaders (KOLs). The Field Medical Advisor Specialist is also the preferred point of contact for the Business Franchise (BF) for any scientific-related matters, in cooperation with the Therapeutic Areas (TAs) and Medical Information and Communication (MIC).The FMA is an active member in any discussion related to product strategy and tactics. This is an “on based” job.

Major Accountabilities

Strategically prepare the market for the launch of drug products, through medical information sharing and education of the national/regional scientific community and KOLs;

Provide Key Opinion Leaders with clinical data about Novartis products that will ensure a proper listing in usage guidelines;

Support marketed products, by carrying out research activities (including observational studies sponsored by Novartis , Investigator Initiated Trials – IITs, retrospective studies and other research activities), by providing scientific support to KOLs about Novartis medicines that will drive usage and encourage physician advocacy;

In cooperation with the BF and the TAs, ensure dissemination of updated medical information, through e.g. the organization of congresses and other educational events;

In cooperation with the Field Force, identify and segment scientific KOLs, and propose action plans to ensure a proper customer relationship management;

Collect input / insight from KOLs regarding drugs that are currently in development, and use this information to prepare the way for a widespread usage;

Through coordination with TAs, ICRO (Clinical Research team) and BF, help drive phase II-IV clinical trials by local KOLs, advising on appropriate site involvement.

As needed, facilitate access to selected regional KOLs for other Novartis leaders;

Through coordination with TAs and other central functions (e.g. MIC), provide medical support to MKT and Field Force, pre-, during and post-launch.

Ideal Background

Education (minimum/desirable):

MD, PharmD, pharmacist, PHD and other life sciences with solid medical/technical background and proven competencies and skills on clinical research, business and market knowledge, communication

Languages: Italian and English

Experience:

Cutting-edge scientific and clinical understanding

Understanding of clinical trial process

Medical knowledge in relevant therapeutic areas (ophthalmic, neuroscience, critical care, rheumatism, derma)

Scientific/ medical research experience with demonstrated record of scientific/ medical publication desirable

High degree of business acumen spanning marketing and sales with a proven ability to communicate effectively

Demonstrated ability to develop and foster peer-to-peer, credible relationships with health care professionals

Demonstrated understanding of relevant ethical and legal guidelines, and the ability to ensure compliance with these external guidelines as well as internal standard operating procedures

Experience designing and/or executing clinical trials Scientific/medical research experience with demonstrated record of scientific/medical publication desirable

Proven ability to interface effectively with a variety of technical platforms for the collection, review, and dissemination of medical information

Professional requirements:

Strong interpersonal, communication, and presentation skills

Demonstrated customer focus

Demonstrated on going willingness to learn

Demonstrated ability as an effective team player

*Novartis is an Equal Opportunity Employer.*