NOVARTIS

MSL

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Греция
Available in: English

Сводка

The Medical Scientific Liaison (MSL) acts as a scientific ambassador, enabling high-quality, peer-to-peer scientific exchange with Healthcare Professionals (HCPs) and Medical Experts (MEs), typically within one TA (Therapeutic Area), but with the flexibility to support multiple TA assets when required. The role exists to strengthen Novartis' scientific presence, support evidence-based decision making, and inform medical strategy through high-quality insight generation. MSLs provide deep therapeutic area and product understanding, translate emerging science into meaningful dialogue, and support internal teams with clinical data interpretation. MSL is field-based role and needs to operate primarily in the field, the MSL bridges scientific needs from clinical practice with internal strategy to improve patient outcomes and reinforce Novartis' reputation for scientific excellence.

About the Role

Job Dimensions

Decision making:

Implement strategic decisions regarding the TA medical strategy, scientific communication, local data generation priorities, and compliance aligned engagement.

External/internal stakeholders Interface:

Internal: Medical Affairs, Marketing, Value & Access, Regulatory, Execution Excellence, Commercial TAs and ERC, PV, SSO

External: HCPs, MEs, scientific societies, academic institutions, patient advocacy groups, congress organizers.

Impact on the organization:

MSLs are critical drivers of scientific credibility, market preparation, and therapeutic leadership. By building trusted, long-term relationships with HCPs and Medical Experts, they ensure ethical, evidence-based exchange and create readiness for new products. MSLs elevate Novartis' scientific reputation while accelerating the successful adoption of new therapies.

Major Accountabilities

Medical Engagement

- Execute Medical Expert (ME) engagement plans aligned with TA strategic priorities.
- Conduct unbiased, evidence-based, peer-to-peer scientific exchange with HCPs and MEs, providing up-to-date medical and disease area information.
- Ensure appropriate identification and mapping of MEs/Key Accounts, and proactively involve them when specific medical needs, scientific questions, or evidence gaps are identified.
- Share, discuss, and contextualize new clinical data and publications.
- Support ME/HCP education activities (e.g., hospital staff meetings, regional scientific events).
- Ensure compliant, high-quality scientific dialogue aligned with company guidance.

Evidence Generation & Clinical Research Support

- Systematically collect, synthesize, and communicate actionable external insights from clinical practice, scientific discussions, and competitive activities.
- Inform local and regional medical strategy through real-world feedback and emerging unmet needs.
- Support identification and qualification of potential study sites.
- Facilitate communication between sites and internal teams to optimize study execution.

Medical Education & Scientific Communication

- Contribute to planning, execution, and follow-up of local/regional medical education activities.
- Provide scientific support for events, symposia, and internal or external educational initiatives.
- Contribute scientific insights to shape country medical plans and disease area strategies.
- Maintain a strong understanding of the therapeutic landscape, emerging data, and competitor environment.

Medical Partnerships

- Build and maintain strong partnerships with Medical Experts, scientific societies, and academic institutions to support collaboration and scientific leadership in the TA.
- Act as a scientific resource for internal partners, providing clinical context, data interpretation, and training.
- Represent the company as the credible scientific ambassador in the TA, contributing to a positive reputation with key stakeholders and institutions.
- Strengthen the medical ecosystem by shaping joint value creation initiatives, evidence-based collaborations, and multistakeholder partnerships.

Compliance & Governance

- Ensure all engagements, materials, and activities meet ERC, regulatory, and medical governance requirements.
- Maintain accurate reporting, CRM documentation, and activity tracking.

Key Performance Indicators

- Quality, relevance, and timeliness of scientific engagements.
- Number and quality of actionable insights integrated into strategy.
- Quality and accuracy of CRM documentation and activity reporting.
- Excellence in execution of metrics and MEEP coverage and quality.
- Compliance and audit readiness across field medical activities.
- Strength and depth of ME relationships.
- Contribution to medical education activities and scientific events.
- Strength and depth of scientific relationships with priority MEs/HCPs.
- Compliance with ERC and governance standards.
- Aligned with SSO and CRMAs support of clinical trial execution (e.g., site feasibility inputs, engagement quality).
- Cross-functional feedback on scientific value and collaboration.

Ideal Background

Education:

· Advanced scientific degree (MD, PharmD, PhD, MSc in Life Sciences) or equivalent.

Languages:

· Country language required

· English

Experience/Professional Requirement:

Experiences:

- Experience in Medical Affairs or clinical/scientific roles (field-based experience preferred).
- Demonstrated ability to engage in high-quality scientific dialogue with HCPs/MEs.
- Experience interpreting clinical data and scientific evidence.
- Understanding pharmaceutical industry regulations, compliance, and scientific engagement standards.
- Experience supporting clinical research is a plus

Functional Capabilities:

- Strong scientific and clinical data interpretation skills.
- Ability to collect, synthesize, and communicate insights.
- High proficiency in scientific engagement and communication.
- Understanding of evidence generation approaches (RWE, clinical trials, observational studies).
- Ability to partner effectively in a matrix environment.
- Strong planning, prioritization, and territory management abilities.

Interpersonal Capabilities & Mindset:

- Scientific curiosity and growth mindset.
- Ability to influence without authority
- Acts with credibility and clarity of purpose to build and maintain effective and collaborative relationships
- Collaborative, cross-functional orientation.
- Clear, impactful communication; ability to simplify complex science.
- Adaptable, resilient, and comfortable navigating ambiguity.
- High integrity, ethical judgment, integrity, and a patient centric mindset guiding all interactions.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together?
https://www.novartis.com/about/strategy/people-and-culture

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.
Read our handbook (PDF 30 MB)

Primary location salary range
€38,360.00 - €71,240.00
Дивизион
International
Business Unit
Development
Место
Греция
Сайт
Maroussi
Company / Legal Entity
GR11 (FCRS = GR001) Novartis Hellas
Functional Area
Research & Development
Job Type
Full time
Employment Type
Regular
Shift Work
No

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