

Medical Affairs Head Argentina

Job ID
REQ-10083998
сен 18, 2026
Аргентина

Сводка

The Country Medical Affairs Head serves as the lead medical representative in the country and a trusted advisor to the Country Leadership Team. The role defines and executes the near and long-term medical strategy, drives scientific and medical excellence across disease areas, ensures best in class launch readiness, shapes the external healthcare environment, and fosters partnerships with the healthcare communities and governmental entities that improve patient outcomes. The position leads, develops, and transforms the medical organization to meet evolving business, scientific, and ecosystem expectations. The position is accountable for integrated and innovative evidence plans, developed and executed early, to ascertain optimal access and patient outcomes in the real world, transforming the standard of care.

About the Role

Main Responsibilities

- Define and execute the country Medical Affairs strategy, ensuring alignment with global priorities while serving as the scientific and medical voice within the Country Leadership Team.
- Shape the external healthcare environment through engagement with policymakers, payers, scientific societies, regulators, KOLs, and healthcare ecosystem partners.
- Ensure scientific excellence, medical integrity, compliance, and governance across all medical activities and stakeholder interactions.
- Lead integrated evidence generation strategies, including RWE, investigator-initiated trials, observational studies, clinical research collaboration, and implementation science initiatives.
- Drive launch excellence across the product lifecycle by leading medical readiness, evidence requirements, KOL engagement, diagnostics, biomarkers, and reimbursement support.
- Build and expand strategic partnerships that improve patient outcomes, healthcare system innovation, access, and guideline development.
- Lead the transformation and development of a high-performing Medical Affairs organization through talent management, capability building, digital enablement, operational excellence, and cultural leadership.

Minimum Requirements (Skills & Experience)

- **Medical leadership experience:** 10+ years in Medical Affairs, including 3-5 years in senior leadership roles, with proven leadership of large medical teams (10-20+ associates).
- **Strategic and business acumen:** Strong ability to translate complex scientific, clinical, market, and healthcare system insights into impactful business and medical strategies.
- **Launch, access, and evidence expertise:** Demonstrated success in launches, HTA, reimbursement, evidence generation (RWE, IITs, MAPs), and collaboration with clinical development.
- **External influence and stakeholder engagement:** Extensive experience working with KOLs, scientific societies, regulators, payers, policymakers, and other healthcare ecosystem stakeholders.
- **People leadership and transformation:** Proven track record leading organizational change, building high-performing teams, developing talent, and driving cross-functional collaboration in complex environments.

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Дивизион
International
Business Unit
General Management
Место
Аргентина
Сайт
Ramallo (Argentina)
Company / Legal Entity
AR01 (FCRS = AR001) Novartis Argentina S.A.
Functional Area
Research & Development
Job Type
Full time
Employment Type
Regular
Shift Work
No

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