

# Head Medical Affairs

Job ID  
REQ-10043263  
Mar 13, 2025  
Belgium

## Summary

We are hiring our Country Medical Affairs Head in Belgium !  
He will be the lead country medical representative, responsible for adopting and executing the near- and long-term medical strategy coming from Global /IM, forging bold strategic partnership with the healthcare communities and governmental entities.

Commutable countries for this role : UK, Netherlands, France.

## About the Role

### Key Responsibilities:

- Raises country medical and clinical interests into global and regional strategy and planning prelaunch.
- In line with the evolving healthcare ecosystem, proactively and strategically builds and strengthens partnerships beyond the traditional Healthcare professionals and organizations. Identifies opportunities for joint value creation deploying new engagement models of broader reach.
- Engages with key patient associations, academic societies, patients, payers and reimbursement bodies as well as the relevant healthcare systems, to harness opportunities and share ownership in transforming the clinical practice with optimal access and better outcomes for real world patients.
- Encourages earlier initiation of innovative integrated evidence generation strategies, novel research activities, and local collaborative and impactful partnership engagements. Supports utility of RWE innovative study designs and exploratory trials (where applicable) across Tasto accelerate patient access; oversight of Managed Access Programs (MAPs), IITs etc.
- In close collaboration with Global Drug Development (GDD), cultivates strategic and effective co-creation and collaboration plans, for allocation and execution of clinical trials within the country,
- Oversees that all local studies are developed and timely executed based on country evidence gaps. Accountable to ensure adherence to all governance, compliance, quality, and safety measures in accordance with local standards in implementation. Ensures effective communication plans in place for external stakeholder education and advocacy.
- Encourages utility of more innovative digital technologies for more meaningful and impactful engagements and data generation and utilization.
- Builds and facilitates close cross-functional equal partner collaboration with key internal stakeholders, co-creating and leading where necessary.
- Maintains and drives the standards of medical and scientific excellence in the country through recruitment selection, deployment and capability upskilling of agile innovative and collaborative talent together with P&O (HR), in accordance with Novartis Leadership Standards.
- Owns and optimizes medical resources and allocation: Advocates early resourcing (where and when

appropriate), while ensuring cost adherence in spend of Medical Affairs trials, activities, and resourcing. Ability to articulate and defend priorities and needs of medical with strong influencing skills. Recruits, hires and devel-ops talent while maximizing potential for leadership.

**Essential Requirements:**

- Relevant experience acquired at pharmaceutical companies, HTA, physician associations or health care consultancy companies or equivalent experience
- Proven ability to network with all levels of external stakeholders and work in matrix environment distilling and prioritizing market needs and deliverables
- Strong leadership and influencing skills in a matrix; articulate vision for MA in the Country; build externally focused culture
- Excellent writing, communication, and interpersonal skills
- Strong solution-orientation and business acumen
- Deep understanding of drug development and approval processes, including experience designing and/or executing clinical studies.

**Desirable Requirements:**

- Medical Doctor (MD) preferred. (If not, strong scientific background required)
- 10+ years of relevant experience working with high-performing regional and local medical and access teams in healthcare/life sciences industry
- Fluent Level of English - French and Dutch are nice to have

**Why Novartis:**

Improving the lives of people living with disease takes more than innovative science. It takes a focus on the needs of people and a community committed to meeting them. It takes a team of people like you. Working together. Learning together. Thriving together. As part of our around 1800 employees in Belgium and Luxembourg, you can be part of an amazing team changing people's lives. Together, we are reimagining medicine. Join us in extending and improving people's lives.

Learn more here and discover some of the stories of who might become one of your future colleagues:  
<https://www.novartis.com/be-nl/jobs> & <https://www.novartis.com/be-fr/emploi>

**You will receive:**

You'll have countless opportunities to develop, whether it's up, across or outside your comfort zone. We offer you a challenging, international, interdisciplinary and enjoyable work environment. Investment in people is a priority for Novartis including your well-being. We offer a range of possibilities for personal development and career opportunities within a network of bright and curious minds. We offer you a competitive salary and benefit package.

**Commitment to Diversity and Inclusion / EEO:**

Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

**Join our Novartis Network:** If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:  
<https://talentnetwork.novartis.com/network>

**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>

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**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Belgium

Site

Vilvoorde

Company / Legal Entity

BE03 (FCRS = BE003) Novartis Pharma nv-sa

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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