

# Medical Engagement Manager Cardiovascular

Job ID

REQ-10047303

Apr 17, 2025

Netherlands

## Summary

As Medical Engagement Manager Cardiovascular Renal & Metabolism (in the area West Netherlands) you will lead the scientific engagement with key Medical Experts & key stakeholders in the health care system in connection to the Novartis Priority Brands/Essential Brands/Early Portfolio. Externally, you will execute and implement clinical and educational strategies and respond to medical enquiries. Internally you will co-develop the strategic planning and x-functional, hands-on execution of those. You provide up-to-date compounds and disease areas medical expertise, acting as a key expert in the relevant therapeutic area assigned, optimizing patient access and outcome. To ensure that the best interest of patients and those who care for them are identified and met.

## About the Role

### Major Accountabilities:

This is a Customer Facing role, your responsibilities include, but are not limited to:

- Be the medical expert in the therapeutic area and ensure that activities are in the best interest of patients.
- Ensure appropriate identification/mapping of MEs/ Key Accounts including identification of opportunities to involve MEs when a specific medical need is identified to provide support
- Develop and execute ME & key stakeholder engagement & activity plans to effectively prioritize and strategically engage MEs aligned with country strategy
- Inform and shape medical strategy by collecting impactful, actionable insights from ME
- Raises awareness of Novartis' brands, programs, and disease areas through publication of manuscripts, scientific presentations, projects and trainings as well as acts as company ambassador in external scientific programs and congresses. Utilizes Omnichannel where possible
- Co-develop local (brand) strategic & tactical planning & execution
- Support Novartis clinical research programs, optimize trial execution and provide scientific educational support to potential and actual study sites in collaboration with clinical operations.
- Facilitate upon request Investigator Initiated Trial (IIT), Post Trial Access (PTA) and Managed Access Programs (MAP) & initiate other research projects processes as appropriate
- Identify joint value creation with key scientific leaders, and other partners in the healthcare system including patient associations
- Prepare, drive and execute local Medical Affairs plans
- Ensures Target Patient Population Outcomes (TPOs) are updated and relevant, and that they are being tracked, resourced and impacted at CPO level with appropriate regional and global support

### Key Performance Indicators:

In compliance with local functional business requirements:

- 50% of days in the field
- % coverage of core ME's
- # of advocates
- # of contributions of core ME's
- Qualitative customer satisfaction (VoC)
- Target Patient population Outcomes (TPO) optimization
- Scientific project output
- Timely patient access
- 80% of integrated plan executed
- Entrepreneurial mindset; be inspiring, curious and unbossed
- Flexibility: pro-active anticipation to changes in environment

**Minimum Requirements:**

- MD, PharmD or biomedical education. PhD in Health Sciences
- 3-5 years of experience in a similar role, with extensive knowledge of all aspects of drug development, GCP and local regulation
- HCP network within the cardiovascular field
- Strong medical and scientific bases and agility to transverse the diseases' arena
- Good planning and organizational skills
- Strong business acumen, entrepreneurial mindset
- Strong communication skills and customer orientation
- Good medical and scientific writing skills
- Dutch & English fluent spoken & written

**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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Division

International

Business Unit

Universal Hierarchy Node

Location

Netherlands

Site

Amsterdam

Company / Legal Entity

NL08 (FCRS = NL008) Novartis Pharma NL

Functional Area

Research & Development

Job Type

Full time

Employment Type

Temporary (Fixed Term)

Shift Work

No

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