

## Onc MSL Lung Head Neck Novartis Ohio Valley (Remote) " >

Job ID

329264BR

Oct 06, 2021

USA

### **Job Description**

Over 108,000! That's how many US patients Novartis Oncology products touched in 2019. And while we're proud of that, in this world of digital and technological transformation, we also ask ourselves this: how can we continue to improve and extend even more people's lives?

The disease area is Lung/Head & Neck Cancer. Territory is Ohio Valley (KY, OH, PA, TN, WV)

The MSL is a field based, non-promotional medical and scientific role. Their key objective is to demonstrate deep therapeutic expertise, understand territory/market influences, engage scientifically with HCPs and medical experts, manage and develop their territory and execute all relevant activities in alignment with the IDMT strategic and tactical plan – while functioning within the Novartis Code of Conduct, Ethics/Compliance policies and Working Practice documents. The MSL provides their expertise to help inform and develop IDMT strategic and tactical plans via sharing of strategic HCP insights and participation in IDMT forums etc.

Customer engagements may include but not be limited to emerging data discussions, exploration of areas of unmet medical need, clinical trial activities and pipeline discussions, capture of medical insights, responding to unsolicited requests, disease, product and adverse event education. This role is field based – with the expectation that the MSL will be in the field and customer facing (virtual or face-to-face) the majority of the time to achieve performance/business objectives. The MSL will establish and build peer-to-peer relationships and engage with HCPs (including community physicians, pharmacists, medical experts, nurses, and other healthcare professionals). The MSL will be responsible for building relationships and engaging in peer-to-peer level scientific discussions around emerging data, treatment guidelines, molecular pathways, mechanism of action (MOA) of Novartis products including molecular testing and diagnostics, clinical outcomes and research opportunities.

The role will also include identification of potential sites for company sponsored clinical trials and facilitating relevant medical activities for identified sites including medical feasibility as well as to gain patient referrals to open sites, in all stages of development and to serve as a scientific liaison to the medical/scientific community responsible for establishing, developing and maintaining peer-to-peer relationships with HCPs within the coverage area; ensure the appropriate dissemination of clinical and scientific information regarding marketed and pipeline compounds, in a timely, ethical and customer-focused manner; implement scientific and educational strategies in collaboration with colleagues from Medical Affairs and Clinical Operations to support Novartis-sponsored trials, investigator initiated research, and educational initiatives; work to pair our key customer's educational and research needs with available Novartis resources aligned with Novartis strategy, IDMT strategy and also provide the latest emerging data in response to specific healthcare professional inquiries.

The levels within role (M/AD/D) perform the job with increasing levels of competency and independence.

## **Diversity & Inclusion / EEO**

*The Novartis Group of Companies are Equal Opportunity Employers and take pride in maintaining a diverse environment. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration and empowers our people to unleash their full potential.*

## **Minimum Requirements**

What you will bring to the role:

- Advanced scientific or healthcare degree required; doctoral degree preferred.
- Thorough knowledge of clinical medicine, disease management, and medical research is necessary, clinical research and oncology experience required as well as demonstrated knowledge of GCP practices and standards.
- Minimum of 3 years Field Medical or Oncology experience preferred
- Pharmaceutical industry experience preferred.
- Must possess a thorough understanding of the FDA, OIG, HIPPA, PhRMA Code and other ethical guidelines relevant to the pharmaceutical industry, to ensure compliance with these external as well as internal guidelines and standard operating procedures.
- Excellent interpersonal, communication, and presentation skills are required
- Strong personal integrity, teamwork abilities (including ability to network) and a customer focus are necessary.
- Able to prioritize and work effectively in a constantly changing environment.
- Must have the ability to gain medical insights, uncover business opportunities for Novartis and leverage internal resources to meet customer needs aligned with Novartis strategy
- Must be a strong team player who can effectively work cross-functionally in a matrix environment, including collaboration with clinical and commercial personnel as necessary.
- Working knowledge of Microsoft Office Suite (Word, PowerPoint, Excel) and associated hardware is required.
- This is a field based, customer-facing position that is associated with approximately 60-70% travel.

Why consider Novartis?

799 million. That's how many lives our products touched in 2019. And while we're proud of that fact, in this world of digital and technological transformation, we must also ask ourselves this: how can we continue to improve and extend even more people's lives?

We believe the answers are found when curious, courageous and collaborative people like you are brought together in an inspiring environment. Where you're given opportunities to explore the power of digital and data. Where you're empowered to risk failure by taking smart risks, and where you're surrounded by people who share your determination to tackle the world's toughest medical challenges.

Imagine what you could do at Novartis!

## Commitment to Diversity & Inclusion:

Novartis embraces diversity, equal opportunity and inclusion. We are committed to building diverse teams, representative of the patients and communities we serve, and we strive to create an inclusive workplace that cultivates bold innovation through collaboration, and empowers our people to unleash their full potential.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to learn more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

Division

ONCOLOGY

Business Unit

ONCOLOGY BU

Location

USA

Site

Philadelphia, PA

Company / Legal Entity

Novartis Pharmaceuticals

Functional Area

Research & Development

Job Type

Full Time

Employment Type

Regular

Shift Work

No

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