

# Country Medical Affairs Head

Job ID  
REQ-10056594  
Jul 03, 2025  
Vietnam

## Summary

Location: Ho Chi Minh #LI Hybrid

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

### About the Role:

The Country Medical Affairs Head is 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; manage and develop the overall performance of the medical unit in country; drive best-in-class launch preparedness and launch execution (incl. ensuring that precision medicine availability at launch and overcoming local data gaps also for HTA Sub-mission – when applicable).

This role reports directly into the Country President.

## About the Role

### Major Responsibilities:

- Raises country medical and clinical interests into global and regional strategy and planning prelaunch starting at DDP, through providing timely and strategic feedback to GPTs. This shapes the development program earlier and ensures IDPs include integrated, diverse data available at launch to support own local reimbursement and clinical implementation.
- 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.
- 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.
- Ensures implementation science plans in place early and holistically to systematically shape health policy and practice guidelines converging clinical innovations and treatments into better standards of care via better disease management. Depth of insight and understanding of local Healthcare ecosystem and contextual system challenges to ensure early reimbursement and patient adherence.

- Builds and facilitates close cross-functional equal partner collaboration with key internal stakeholders, co-creating and leading where necessary. Function as the key medical interface to Country President, Value & Access, TA Heads and BE&E Heads or similar position, GDD representatives, Public Affairs, and compliance teams as well as related Regional teams. In partnership with country Regulatory Affairs, develops and manages long-term relationships with local Regulatory agencies and relevant medical societies.
- 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, 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 develops talent while maximizing potential for leadership.
- Accountable that 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 for all franchises.
- Drive the spirit of “ONE Team” across all functions (TA first) by supporting a team approach to focus on our patients, payers and customers as our top priorities.

#### **Requirements:**

- Medical Doctor
- Fluency in English, Local language: Vietnamese
- 10+ years of relevant experience working with high-performing regional and local medical and access teams in healthcare/life sciences industry.
- 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.
- Thought leader in all medical core and game changing competencies.
- Scientific/medical research experience with demonstrated record of scientific/medical publication desirable.
- Excellent understanding of local, regional, and country regulatory standards and processes, as well as relevant (country-specific) ethical and legal guidelines.

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Division

International

Business Unit

Universal Hierarchy Node

Location

Vietnam

Site

Vietnam

Company / Legal Entity

VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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