



## Group Manager, MSL

### Job Information

**Hiring Company**

Novartis Pharma K.K.

**Subsidiary**

ノバルティスファーマ株式会社

**Job ID**

1494904

**Industry**

Pharmaceutical

**Company Type**

Large Company (more than 300 employees) - International Company

**Non-Japanese Ratio**

Majority Non-Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Ginza Line, Toranomom Station

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2025 09:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

医療専門家との科学的関与をリード。臨床および教育戦略を実施し、未承諾の医療に関する問い合わせに対応する。部門横断的なチームや他のフィールドメディカルのアソシエイトと協力して、フィールドメディカル活動をリードします。

**【About the Role】**
**Major Accountabilities**

- Provide excellent coaching for MSL members to continuously improve actionable insight generation and establish a strong strategic long-term engagement with HCP/HCS. Approximately 50% of the MSL group manager's time should be spent on coaching.

- Collect and generate actionable insights from HCP/HCS/Patients on healthcare ecosystem and treatment landscape both at national and area-specific level, to be incorporated into Novartis launch strategies and tactics
- In collaboration with MSLs and the Medical Lead, creation of field medical strategic and tactical plans (MEEP), aligned with Japan medical franchises and Medical Excellence and Execution. Accountable for execution of plans.
- Create/Drive improved treatment pathways in collaboration with MSLs, Medical Lead and other relevant functions (e.g. V&A, Ecosystem), engaging with National/Local HCP and HCS
- Up-to-date scientific training of field medical team to support timely and robust scientific discussion with HCP/HCS
- Guideline related communication to ensure appropriate positioning and patient access
- Provides holistic view of Japan MSL effectiveness through the development and analysis of KPIs, reporting dashboards, and Japan MSL value communications to leadership; communicates Japan MSL value and impact to the broader organization
- Support RC/IIT

## Required Skills

### **【Key Performance Indicators】**

- Quality and quantity of field medical activities and actionable insights
- Voice of Customer feedback on scientific quality of MSL interactions
- Customer NPS score in relation to trust and reputation

### **【Education】**

- Bachelor's degree

### **【Languages】**

- Japanese, Intermediary English

### **【Experience/Profession】**

- Proven ability to lead and coach MSLs on communication and presentation skills, including ability to effectively communicate medical data/concepts
- Ability to organize, prioritize and work effectively on multifunctional and diversified teams and inspire the team to do the same.
- Preferred – People Management experience
- Preferred - Experience with agile project management
- Strong logical and strategic thinking capability
- Interpret, communicate and implement medical/scientific strategies to direct reports
- Streamline and provide structure to insight collection process by MSLs

## Company Description