

# Associate Director, Field Medical Execution - CRM

Job ID  
REQ-10070270  
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Испания

## Сводка

The Associate Director, Field Medical Execution is a strategic, execution-focused role within IMACE, reporting to the Director, Field Medical Execution and is accountable for enabling high quality, data driven field medical execution across countries for an assigned therapeutic area (CRM) by translating International Medical and TA strategy into practical plans, tools, and standards.

Partnering with countries, regions, IMA TA teams, and cross functional stakeholders, this role ensures aligned execution of field medical plans, drives adoption of core frameworks and platforms, and enables launch readiness and tracking via medical metrics (e.g., BEST). It also closes the loop between strategy and execution by translating data and country insights into actionable recommendations that refine medical plans, engagement approaches, and resource priorities.

#LI-Hybrid

## About the Role

### Key Responsibilities:

#### Field Medical Strategy & Execution

- Support aligned implementation of International Field Medical strategy across assigned TAs, ensuring country-level applicability.
- Drive country adoption of core field medical frameworks (iSEA, iSEC, IMEx, MEEP) to enable compliant, prioritized expert engagement.
- Support planning and execution, tracking of medical metrics (e.g., BEST) and launch/in-line execution activities.
- Strengthen insights management by enabling structured capture, synthesis, and upward flow of country field insights.

#### Platforms, Tools & Analytics Fluency

- Ensure alignment with brand strategy, scientific narrative, and medical frameworks while partnering with IMA TA and country field teams.
- Act as liaison with platform owners (e.g., CRM) to support system use, troubleshoot issues, and cascade training. Hands-on experience with CRM/field systems (e.g., Veeva) and analytics tools (e.g., Power BI), supported by strong analytical skills and comfort working with data.
- Promote embedding of IMACE standards through cross-functional collaboration and sharing of best practices across countries.
- Drive adoption of digital tools, dashboards, and standardized reporting to support data-driven execution and reduce manual workload.
- Identify capability gaps and contribute to capability-building initiatives in partnership with Scientific Learning & Capability teams.

#### Data, Analytics & Insights + Stakeholder Engagement

- Translate aggregated cross-country insights and medical metrics into actionable recommendations, ensuring compliant, high-quality execution.
- Demonstrated fluency in interpreting field medical metrics, dashboards, and customer insight data to inform operational decisions, identify opportunities, and drive continuous improvement.

### Essential Requirements:

- Advanced degree in life sciences/healthcare (PhD, PharmD, MD) or equivalent experience in pharmaceutical/healthcare.
- Fluent oral and written English. Additional regional or local language are desirable.
- 5+ years of experience in pharmaceutical, healthcare, or life sciences organizations, with a substantial focus on Medical Affairs.
- Demonstrated subject-matter expertise in CRM, including both strong scientific/clinical knowledge and practical experience.
- Demonstrated field medical execution experience (e.g., MSL, MSL Manager, Field Medical Excellence roles).
- Launch and in-line execution experience, contributing to launch readiness, content activation, and coordinated field medical activities across stakeholders.
- Hands-on experience implementing field medical frameworks (iSEA, iSEC, MEEP) at country/regional level.
- Strong digital and analytics capabilities with CRM/field systems and BI tools.
- Effective communicator and influencer with strong matrix collaboration, strategic thinking, and compliance and governance proficiency with a thorough understanding of internal and external ethical standards, medical compliance, and governance for Field Medical activities. Agile, strategic mindset with resilience, critical thinking, and a delivery-focused approach to continuous improvement.

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Дивизион

International

Business Unit

Marketing

Место

Испания

Сайт

Barcelona Gran Via

Company / Legal Entity

ES06 (FCRS = ES006) Novartis Farmacéutica, S.A.

Alternative Location 1

Madrid Delegación, Испания

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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