

# Medical Affairs Head - México

Job ID  
REQ-10076891  
май 06, 2026  
Мексика

## Сводка

The Country Medical Affairs Head serves as the lead medical representative in Mexico and a trusted advisor to the Country Leadership Team. The role defines and executes the near and long-term medical strategy, drives scientific and medical excellence across disease areas, ensures best in class launch readiness, shapes the external healthcare environment, and fosters partnerships with the healthcare communities and governmental entities that improve patient outcomes. The position leads, develops, and transforms the medical organization to meet evolving business, scientific, and ecosystem expectations. The position is accountable for integrated and innovative evidence plans, developed and executed early, to ascertain optimal access and patient outcomes in the real world, transforming the standard of care.

## About the Role

Major Accountabilities

### Strategic Leadership & Country Medical Strategy

- Shape, lead, and execute the country medical strategy aligned with global & international priorities
- Serve as the scientific, ethical, and medical authority on the Country Leadership Team
- Translate complex scientific and market insights into strategic recommendations and impactful actions
- Create trusting relationship and shape regional/international and global medical strategy

### Medical Governance, Excellence, Evidence Generation & Scientific Leadership

- Ensure full scientific integrity and medical accuracy across all internal & external engagements
- Collaborate on execution of global clinical research locally with CRMA and Development
- Oversee local data generation activities
- Champion innovative and digital approaches for data generation, insights, and stakeholder engagement

### Launch Leadership & Product Lifecycle Support

- Drive early, end-to-end launch readiness (diagnostics, biomarkers, KOL mobilization, medical education, evidence requirements)
- Co-lead launch excellence with commercial, access, and regulatory teams-lead launch excellence with commercial, access, and regulatory teams

### External Engagement & Ecosystem Partnership

- Build bold, innovative partnerships beyond traditional HCPs (e.g., payers, policymakers, digital health partners, patient groups)
- Represent Novartis at key medical, governmental, and scientific events
- Build collaborative networks to accelerate quality of care, reimbursement, and health system innovation

### Organizational Transformation & Capability Building in collaboration with EE

- Lead ongoing transformation toward a future ready, agile, digitally enabled medical organization
- Define capability strategy based on future TA needs, scientific trends, and evolving healthcare dynamics in close collaboration with EE
- Ensure robust governance, compliance, and risk management

## Leadership & Culture

- Lead and coordinate cross-functional teams to execute strategic priorities
- Build a high-performance culture, manage recruiting, performance, and coaching; develop critical capabilities and talent pipelines
- Attract, develop, and retain top talent; strengthen succession plans and capabilities across the country organization

**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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Дивизион  
International  
Business Unit  
Development  
Место

Мексика

Сайт

INSURGENTES

Company / Legal Entity

MX06 (FCRS = MX006) Novartis Farmacéutica S.A. de C.V.

Functional Area

Research & Development

Job Type

Full time  
Employment Type  
Regular  
Shift Work  
No

### Ajustes de accesibilidad

Novartis tiene el compromiso de trabajar y proporcionar adaptaciones razonables para personas con discapacidad. Si, debido a una condición médica o discapacidad, necesita una adaptación razonable para cualquier parte del proceso de contratación, o para desempeñar las funciones esenciales de un puesto, envíe un correo electrónico a [tas.mexico@novartis.com](mailto:tas.mexico@novartis.com) y permítanos conocer la naturaleza de su solicitud y su información de contacto. Incluya el número de posición en su mensaje.

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2. [https://www.novartis.com/sites/novartis\\_com/files/novartis-life-handbook.pdf](https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf)
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