

Region Manager

Job ID
REQ-10051520

5月 08, 2025

China

摘要

-Senior managers in the sales function, leading sales activity for a defined product or portfolio of products. Responsible for agreed sales targets for the Oncology portfolio and managing the sales team. Brings specialist knowledge in the required therapeutic area.

About the Role

Major accountabilities:

- Accountable for performance of the allocated team, striving to exceed agreed sales and market share targets.
- Accountable for budget and expenses for the team.
- Communicate the sales force strategy and objectives to field force team and translate it into the local implementation plans to achieve the desired targets.
- Accountable for collaboration with key accounts, marketing/ product managers and

appropriate medical advisers; securing strategy implementation and operational plans for products -Accountable to maintain growth of market share in respective region for respective products.

- Identify and implement business-building opportunities in order to support volume and market share growth.
- Keep abreast of the latest scientific developments in the assigned therapeutic area; stay updated on product knowledge, market pricing, competitor pricing etc. to recommend the Brand team, Market Access Team and other cross-functional teams.
- Brings specialized knowledge, uses it for influencing peers, subordinates, and external stakeholders.
- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.
- Leads a team of sales specialists; guide and train them as needed -Ensure all Novartis compliances, procedures and policies are followed.
- Develop an inclusive team culture.
- Brings specialized knowledge, uses it for influencing peers, subordinates, and external stakeholders.
- Provides advice on a wide range of issues related to area of specialization.
- Extends consultation in the specialized area for projects, to the leadership team and to other teams in the organization.
- Leads a team of sales specialists; guide and train them as needed -Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt -Distribution of marketing samples (where applicable)

Key performance indicators:

- Achievement of sales revenue and market share targets vs plan - Achieve Market Share and Market Share Growth in the targeted area/product - Customer Satisfaction and Key accounts relationship maintenance within the assigned territory - Field force efficiency, Product launch Success Rate - Achieve Talent Pipeline Objectives (attract, select, retain, and export)

Minimum Requirements:

Work Experience:

- Able to understand changing dynamics of Pharmaceutical industry.
- Market Knowledge and Network is desirable.
- Pre-launch activities.
- Sales in Healthcare / Pharma / related business.

Skills:

- Account Management.
- Analytical Skill.
- Assembly Language.
- Coaching.
- Compensations Management (Employees).
- Crm (Customer Relationship Management).
- Customer Care.
- Customer Engagement.

- Customer Experience.
- Customer Satisfaction.
- Inside Sales (Telemarketing).
- Market Share.
- Microsoft Powerpoint.
- Performance Management.
- Pharmaceutical Products.
- Presentation Skills.
- Product Lines.
- Qt.
- Sales Management.
- Salesforce Crm.

Languages :

- English.

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>

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部门

International

Business Unit

Innovative Medicines

地点

China

站点
Beijing (Beijing)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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