

(高级医药代表 /资深产品专员

Job ID
REQ-10055392

6月 17, 2025

China

摘要

First Line Sat ı ř M ü d ü r ü (FLM), ç e ř itlili ğ e sahip bir ticari ekibe liderlik ederek ve ö zel m ü ř teri deneyimleri sa ğ lamak ve de ğ er sunmak i ç in kilit payda ř larla etkile ř im kurarak sat ı ř performans ı nı artır ı r. Stratejik ve ticari b ö lge hedeflerini ba ř ar ı l ı bir ř ekilde yerine getirmek i ç in bireyleri i ř e alı r, geli ř tirir, elde tutar ve ko ç luk yaparlar. Ekibe m ü ř teri odakl ı marka stratejisi ve taktiklerini uyumlu ve etik bir ř ekilde y ü r ü tmele ri i ç in ilham veren ve motive eden bir y ü ksek performans ve hesap verebilirlik k ü lt ü r ü a ř ı larlar. FLM liderleri, m ü ř teri kat ı l ı m ı n ı ve performans ı n ı art ı rmak i ç in i ç gö r ü lerini payla ř arak b ö lgelerindeki marka stratejisini ve taktiklerini y ü r ü t ü r ve takip eder.

About the Role

Major Accountabilities

~İ ř i Y ö netin ve B ü y ü t ü n

Key Performance Indicators

HMI Saha Kat ı l ı m ı Performans Y ö netimi Konseyi sonu ç lar ı ndan gelecek rehberli ğ e dayal ı olarak yerel d ü zeyde doldurulacak.

Work Experience

NA

Skills

İ liderlik
Y ö netim
Profesyonel İ leti ŝ im
Ko ç -luk
Ment ö rl ü k
Kontrol ü De ğ i ŝ tir
İ ŝ birli ğ i
Tak ı m Ç al ı ŝ mas ı
Analitik Beceri
Problem Ç ö zme Becerileri
Karma ŝ ı kl ı k Y ö netimi
Sa ğ l ı k Sekt ö r ü
Ticari M ü kemellik
Etik
Uyma

Language

İ ngilizce

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部门
International

Business Unit
Innovative Medicines

地点
China

站点
Jinan (Shandong Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Kadrolu (Sat ı ş)

Shift Work
No

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