

(高级地区经理

Job ID
REQ-10063076

9月 26, 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 art ı r 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 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 tmeleeri 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 ç ö 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

İMI Saha Katılımları Performans Yönetimi Konseyi sonuçlarından gelecek rehberliğe dayalı olarak yerel düzeyde doldurulacak.

Work Experience

NA

Skills

Liderlik

Yönetim

Profesyonel İletişim

Koçluk

Mentörlük

Kontrolü Değıştir

Eşbirliği

Fakım Çalışması

Analitik Beceri

Problem Çözme Becerileri

Karmaşık Yönetimi

Sağlık Sektörü

Ticari Mükemmellik

Etik

Uyma

Language

İngilizce

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
Qingdao (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 M ü d ü r ü)

Shift Work
No

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