

## Region HCS Manager (Region Healthcare System Manager )

Job ID  
REQ-10064456

10月 13, 2025

China

### 摘要

通过跨部门协作与外部生态建设,推动放射性配体治疗(Radioligand Therapy, RLT)生态体系的落地与扩展。  
负责区域内重点医院项目执行与政策推进,确保产品上市后的商业准备度与长期生态可持续性。

### About the Role

#### 1. 医院生态系统建设(HCS Build-up )

- 识别并优先开发区域内重点核医学中心、泌尿/肿瘤联合诊疗中心;
- 推动医院 RLT生态落地,核药流程标准化;
- 协调医院内多部门的全流程打通。

#### 2. 政策与路径塑造(Policy & Access Shaping )

- 联动政府事务、公关及医学事务，推动核药纳入临床路径与医保支付；

### 3. 跨部门协作与项目管理(Cross-functional Leadership)

- 与多个跨部门团队紧密协作；
- 统筹区域生态类项目(医院合作学术共建)；
- 支持全国性项目在本区域落地；

### 4. 市场洞察与KOL合作(Stakeholder & Insight Management)

- 识别区域内KOL及政策关键人，建立多层级沟通机制；
- 持续跟踪生态政策、市场趋势及竞争格局，形成策略建议；
- 组织并执行学术活动、MDT培训、医院研讨及生态会议。

## 任职要求 (Qualifications)

### 1. 教育背景

- 本科及以上学历，医学、药学、生命科学、公共卫生或相关专业优先。

### 2. 工作经验

- 5年以上制药行业经验；
- 至少2年以上地区销售经理经验，熟悉医院准入与区域销售管理以及至少2年以上区域市场经理或KA经理经验，具备跨部门协作与项目管理能力；
- 有放射科、核医学、肿瘤治疗或创新疗法生态经验者优先。

### 3. 能力要求

- 优秀的政府及医院沟通能力，具备较强的stakeholder mapping与影响力；
- 出色的项目执行力与跨部门协调能力；
- 能独立推进战略项目

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部门  
International

Business Unit  
Universal Hierarchy Node

地点  
China

站点  
Xi an (Shaanxi Province)

Company / Legal Entity  
CN27 (FCRS = CN027) Novartis Pharmaceutical Technology Zhejiang Co., Ltd.

Functional Area  
Marketing

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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and your contact information. Please include the job requisition number in your message.

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