

Region HCS Manager (Region Healthcare System Manager)

Job ID
REQ-10064463

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

核心职责 (Key Responsibilities)

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

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally

and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit

Universal Hierarchy Node

地点

China

站点

Tianjin (Tianjin)

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

[Apply to Job](#)

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with

disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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



Job ID
REQ-10064463

Region HCS Manager (Region Healthcare System Manager)

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10064463-region-hcs-managerregion-healthcare-system-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10064463>
5. <mailto:diversityandincl.china@novartis.com>
6. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10064463>