

Sr. Territory Business Executive

Job ID
REQ-10065603

10月 23, 2025

India

摘要

销售代表是我们客户互动和销售业绩的主要推动者, 他们是我们客户体验方法的代言人, 并建立深厚的关系, 为客户和患者创造价值, 以合规和合乎道德的方式推动销售增长。

About the Role

Major Accountabilities

- ~推动有竞争力的销售增长
- ~通过数据分析识别影响处方决策的高潜力客户HCP 和利益相关者并确定其优先级
- ~通过巧妙地协调积极的客户体验来推动销售业绩
- ~参与并建立关系。
- ~参与基于价值的对话(面对面和虚拟) 以了解关键的客户挑战, 决策驱动因素, 痛点和机遇
- ~通过反映客户偏好, 利用可用内容和多个互动渠道, 为目标 HCP 个性化和编排客户互动旅程
- ~通过与 HCP 合作, 为诺华建立长期的持续合作关系

- 通过倾听客户的需求并了解他们的医疗保健环境, 提供令人难忘的、以客户为中心的体验, 超越临床差异化
- 与意见领袖和顶级医疗影响者在地区层面建立有效的工作关系, 并挑战当前的行为, 以改善患者旅程(正确的患者, 正确的时间)
- 培养对客户深刻洞察和理解
- 收集有关客户业务的见解, 以发现对他们来说重要的内容
- 跟进客户反馈, 并将响应转化为创造额外价值并超出预期的行动
- 利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划
- 持续与相关内部利益相关者分享客户见解, 以支持与产品和适应症相关的内容、活动和互动计划的开发
- 为客户和患者创造价值
- 与跨职能团队合作, 设计和实施解决方案, 解决未满足的客户和患者需求
- 作为客户值得信赖的合作伙伴, 帮助他们经营业务; 倾听学习; 努力以合规和合乎道德的方式加深关系; 定位自己以创建增值解决方案。
- 以正直和诚实的态度行事, 以透明和尊重的方式对待客户和同事, 并有明确的意图。当面临道德困境时, 做正确的事, 当事情看起来不对劲时, 就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

根据 IMI 现场参与绩效管理委员会成果的指导, 在地方一级进行填充。

Work Experience

NA

Skills

销售技巧
 客户洞察
 沟通技巧
 影响技能
 冲突管理
 谈判技巧
 技术技能
 账户管理
 跨职能协调
 医疗保健行业
 商业卓越
 伦理学
 合规

Language

英语

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

India

站点

Chandigarh (Territory)

Company / Legal Entity

IN10 (FCRS = IN010) Novartis Healthcare Private Limited

Functional Area

Sales

Job Type

Full time

Employment Type

正式销售)

Shift Work

No

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