

Sr. Sales Executive

Job ID
REQ-10066014

10月 30, 2025

Hong Kong Special Administrative Region, China

摘要

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的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
- 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

~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

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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
Innovative Medicines

地点
Hong Kong Special Administrative Region, China

站点
Hong Kong

Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma

Functional Area
Sales

Job Type
Full time

Employment Type
正式销售)

Shift Work
No

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