# 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

- ~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

AA

Skills

销客沟影冲谈技账跨医商伦合售户通响突判术户职疗业理巧转营技技管的保单学巧察巧能理协健越工。

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? <a href="https://www.novartis.com/about/strategy/people-and-culture">https://www.novartis.com/about/strategy/people-and-culture</a>

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: <a href="https://talentnetwork.novartis.com/network">https://talentnetwork.novartis.com/network</a>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <a href="https://www.novartis.com/careers/benefits-rewards">https://www.novartis.com/careers/benefits-rewards</a>

## 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

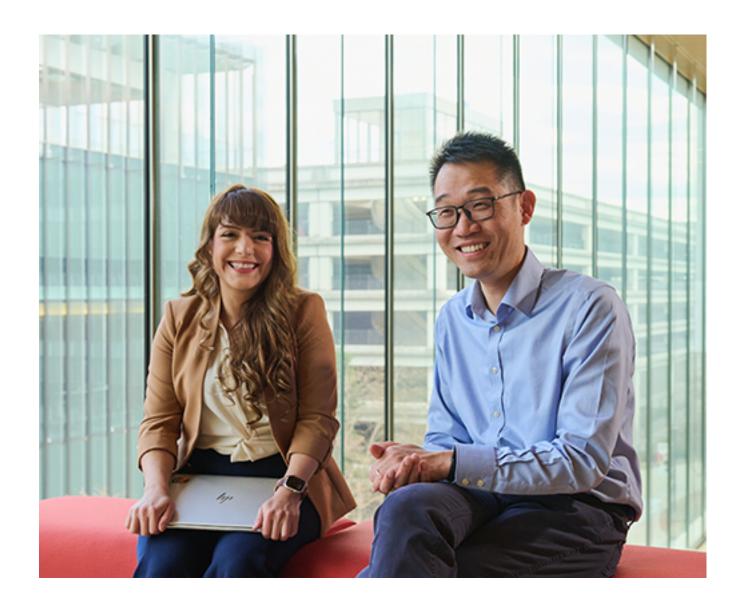
Functional Area Sales

Job Type Full time

Employment Type 正式销售)

Shift Work No

Apply to Job



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Sr. Sales Executive

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