

## (高级大区经理

Job ID  
REQ-10071147

3月 04, 2026

China

### 摘要

- 销售职能的高级管理人员,领导已定义产品或产品组合的销售活动。负责肿瘤学产品组合的商定销售目标和管理销售团队。在所需的治疗领域提供专业知识。

### About the Role

#### Major Accountabilities

- 负责分配团队的绩效,努力超越商定的销售 and 市场份额目标。负责团队的预算和开支。将销售队伍战略和目标传达给现场部队团队,并将其转化为实现预期目标的本地实施计划。
- 负责与关键账户、营销/产品经理和适当的医疗顾问的合作;确保产品的战略实施和运营计划
- 负责保持各自产品在各自区域的市场份额增长。
- 确定并实施业务建设机会,以支持数量和市场份额的增长。
- 及时了解指定治疗领域的最新科学发展:随时了解产品知识、市场定价、竞争对手定价等信息。推荐品牌团队、市场准入团队和其他跨职能团队。

带来专业知识,用于影响同行、下属和外部利益相关者。就与专业领域相关的广泛问题提供建议。将项目专门领域的咨询范围扩大到领导小组和组织内的其他团队。领导销售专家团队;根据需要指导和训练他们

-确保遵守诺华的所有合规、程序和政策。发展包容性的团队文化。

-带来专业知识,用于影响同行、下属和外部利益相关者。就与专业领域相关的广泛问题提供建议。将项目专门领域的咨询范围扩大到领导小组和组织内的其他团队。领导销售专家团队;根据需要指导和训练他们

-收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况

-营销样本的分发适用)

## Key Performance Indicators

一高级经理在销售职能,领导销售活动的定义产品或产品组合。负责肿瘤组合的商定销售目标和管理销售团队。在所需的治疗领域带来专业知识。

## Work Experience

保健/制药/相关业务的销售

能够了解医药行业的变化动态

最好有市场知识和网络

启动前的活动

## Skills

账户管理

分析能力

汇编语言

辅导

薪酬管理员工)

CRM客户关系管理)

客户关怀

客户参与

客户体验

客户满意度

内部销售电话营销)

市场占有率

Microsoft Powerpoint

绩效管理

药物

演讲技巧

产品线

Qt的

销售管理

Salesforce 客户关系管理

## 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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

Sales

地点

China

站点

Zhengzhou (Henan Province)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Alternative Location 1

Xi an (Shaanxi Province), China

Functional Area

Sales

Job Type

Full time

Employment Type

正式销售经理)

Shift Work

No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69c2b07b6c402921539602"); var mediaContainer =
mediaElement.closest('.nc-kaltura-media'); var originalWidth = "1200px"; var originalHeight = "674px";
var originalWidthValue = parseFloat(originalWidth); var originalHeightValue =
parseFloat(originalHeight); var mediaType = "video"; var isResponsive = false; // Get computed styles
of the container element. var parentStyles = window.getComputedStyle(mediaContainer); var
finalWidth = parseFloat(parentStyles.width); if (finalWidth < originalWidthValue) {
var config = { targetId:
"kalturaplayer69c2b07b6c402921539602", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
disable: true }, "playkit-js-transcript":{ position: "right", // Default: bottom;( ' left ', ' right', ' top ', 'bottom' ) to
enable transcript. expandMode: "over", // Default: alongside;( ' alongside', ' hidden ', 'over' )
expandOnFirstPlay: false, showTime: true, downloadDisabled: false, printDisabled: false, disable:
true } }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false },
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; config.plugins.preventSeek = { preventSeekForward:
false, preventSeek: false }; config.plugins.floating = { disable: true }; config.plugins.navigation = {
position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; config.plugins['playkit-
js-hotspots'] = { disable: true }; config.plugins['playkit-js-moderation'] = { disable: true };
config.plugins['playkit-js-info'] = { disable: true }; config.plugins.share = { disable: true };
config.ui.uiComponents = []; config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } };
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof
kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var
kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other
media. kalturaPlayer.loadMedia({entryId: "1_dgfvmafo"}); setTimeout(() => {
setupAutoPause(kalturaPlayerVideos); }, 500); function setupAutoPause(players) {
players.forEach((currentPlayer) => { currentPlayer.addEventListener('play', () => {
players.forEach((otherPlayer) => { if (otherPlayer !== currentPlayer && typeof otherPlayer.pause ===
'function') { otherPlayer.pause(); } })); }); } } catch (e) { console.error(e.message) }
```



VIDEO

## 无障碍及便利设施

诺华承诺与残障人士共事并为他们提供合理的便利设施。如果您由于健康状况或残障在招聘过程的任何环节需要合理便利设施或者为了履行职位的基本职能请发送电子邮件至 [diversityandincl.china@novartis.com](mailto:diversityandincl.china@novartis.com) 告知您的需求和联系方式,并在邮件中附上您的职位申请编号。

Job ID  
REQ-10071147

(高级大区经理

[Apply to Job](#)



Job ID

REQ-10071147

(高级大区经理

[Apply to Job](#)

---

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10071147-gaojidaqujingli-zh-cn>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <mailto:diversityandincl.china@novartis.com>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10071147>
5. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10071147>