

(高级地区经理

Job ID
REQ-10071533

2月 12, 2026

China

摘要

First Line Sat ı ř M ü d ü r ü (FLM), ç e ř itlili ğ e sahip bir ticari ekibe liderlik ederek ve ö zel m ü ř teri deneyimleri sa ğ lamak ve de ğ er sunmak i ç in kilit payda ř larla etkile ř im kurarak sat ı ř performans ı nı art ı r ı r. Stratejik ve ticari b ö lge hedeflerini ba ř ar ı l ı bir ř ekilde yerine getirmek i ç in bireyleri i ř e al ı r, geli ř tirir, elde tutar ve ko ç luk yaparlar. Ekibe m ü ř teri odakl ı marka stratejisi ve taktiklerini uyumlu ve etik bir ř ekilde y ü r ü tmeleri i ç in ilham veren ve motive eden bir y ü ksek performans ve hesap verebilirlik k ü lt ü r ü a ř ı larlar. FLM liderleri, m ü ř teri kat ı l ı m ı n ı ve performans ı n ı art ı rmak i ç in i ç ö r ü lerini payla ř arak b ö lgelerindeki marka stratejisini ve taktiklerini y ü r ü t ü r ve takip eder.

About the Role

Major Accountabilities

~İ ř i Y ö netin ve B ü y ü t ü n

Key Performance Indicators

İMI Saha Katılımları Performans Yönetimi Konseyi sonuçlarından gelecek rehberliğe dayalı olarak yerel düzeyde doldurulacak.

Work Experience

NA

Skills

Liderlik

Yönetim

Profesyonel İletişim

Koçluk

Mentörlük

Kontrolü Değıştir

İşbirliği

Fakım Çalışması

Analitik Beceri

Problem Çözme Becerileri

Karmaşık Yönetimi

Sağlık Sektörü

Ficari Mükemmellik

Etik

Uyma

Language

İngilizce

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 \(PDF 30 MB\)](#)

部門

International

Business Unit
Sales

地点
China

站点
Nanyang (Henan Province)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Kadrolu (Sat ı ş M ü d ü r ü)

Shift Work
No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer698dc8cd15c38013502600"); 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:
"kalturaplayer698dc8cd15c38013502600", 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: "1dgvfmafo"}); 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

Job ID
REQ-10071533

(高级地区经理

[Apply to Job](#)



Job ID
REQ-10071533

(高级地区经理

[Apply to Job](#)

Source URL:
<https://www.novartis.com.cn/careers/career-search/job/details/req-10071533-gaojidequjingli-tr-tr>

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. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10071533>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10071533>