

Field Excellence Associate

Job ID
REQ-10073705

3月 13, 2026

Colombia

摘要

通过最有效的现场人员管理来分配业务目标,以支持销售经理。在所有现场团队管理阶段现场团队设计和资源分配,地域设计,销售目标/客户拜访方案设置,绩效评估和监控等支持指定的区域经理,提供见地独到的增值分析,可靠关键绩效指标和精确数字。可能还需要负责激励方案的设计,实施及相关的支付计算。

About the Role

Major Accountabilities

- 自主管理指定领域的销售人员效益主题
- 负责在指定团队内提供与现场团队规模,结构和部署相关的输入
- 在药店/客户/医生层级实施和监控销售目标,客户拜访规划,细分和目标流程
- 激励计划的设计和实施(目标设定,报告,支付计算)
- 负责指定领域的销售人员效能工具管理

- 与销售人员效能分析相关的所有信息的联络点
- 特定计划的项目管理和销售人员效能领域的专门分析
- 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

- 分析质量 - 现场力优化、细分和定位、呼叫规划和现场分析。
- 客户关系管理系统管理, 包括数据维护、现场力量支持和培训

Work Experience

在制药行业的工作经验

Skills

适应性

业务仪表盘

商业卓越

冷却系统

(CRM客户关系管理)

好奇心

客户维系

顾客服务

效率

Microsoft Excel

资源配置

销售

Salesforce 客户关系管理

安全策略

团队合作精神

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
Marketing

地点
Colombia

站点
Bogota (Pharmaceuticals / GDD / NTO / CTS)

Company / Legal Entity
CO01 (FCRS = CO001) Novartis de Colombia S.A

Functional Area
Sales

Job Type
Full time

Employment Type
正式

Shift Work
No

```
function adjustKalturaPlayer() { var deviceWidth = window.innerWidth ||
document.documentElement.clientWidth || document.body.clientWidth; var mediaElement =
document.getElementById("kalturaplayer69b45a11e4786740576353"); 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 < var config = { targetId:
"kalturaplayer69b45a11e4786740576353", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false,
allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: { download: {
```

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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 } };

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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

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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://novartis.wd3.myworkdayjobs.com/zh-CN/NovartisCareers/job/Bogota-Pharmaceuticals--GDD--NTO--CTS/Field-Excellence-AssociateREQ-10073705>
4. <https://novartis.wd3.myworkdayjobs.com/zh-CN/NovartisCareers/job/Bogota-Pharmaceuticals--GDD--NTO--CTS/Field-Excellence-AssociateREQ-10073705>