

(高级地区经理

Job ID
REQ-10073894

3月 16, 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 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 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 Kat ı l ı m ı Performans Y ö netimi Konseyi sonu ç lar ı ndan gelecek rehberli ğ e dayal ı olarak yerel d ü zeyde doldurulacak.

Work Experience

NA

Skills

İ liderlik

Y ö netim

Profesyonel İ leti ŝ im

Ko ç -luk

Ment ö rl ü k

Kontrol ü De ğ i ŝ tir

İ ŝ birli ğ i

Ç ak ı m Ç al ı ŝ mas ı

Analitik Beceri

Problem Ç ö zme Becerileri

Karma ŝ ı kl ı k Y ö netimi

Sa ğ l ı k Sekt ö r ü

Ç icari M ü kemmelik

Etik

Uyma

Language

İ ngilizce

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
Hangzhou (Zhejiang 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("kalturaplayer69b91a9fe86a3925398702"); 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:
"kalturaplayer69b91a9fe86a3925398702", 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

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