NOVARTIS

(高级医药代表 /资深产品专员

Job ID
REQ-10074909

3月 30, 2026

China

摘要

Le repr é sentant commercial est l ' un des principaux moteurs de nos interactions avec les clients et de nos performances commerciales. Ils sont le visage de notre approche de l ' exp é rience client et é tablissent des relations profondes qui apportent de la valeur aux clients et aux patients afin de stimuler la croissance des ventes de mani è re conforme et é thique.

About the Role

Major Accountabilities

~Stimuler la croissance des ventes concurrentielles
~Personnalisez et orchestrez les parcours d ' engagement client pour les professionnels de la sant é cibles en refl é tant les pr é f é rences des clients, en tirant parti du contenu disponible et de multiples canaux d ' engagement
~Renforcer l ' engagement en travaillant en partenariat avec les professionnels de la sant é afin de

d é velopper une collaboration durable au fil du temps pour Novartis
- Offrez des exp é riences m é morables et centr é es sur le client, au-del à de la diff é renciation clinique, en é coutant leurs besoins et en comprenant leur environnement de soins de sant é .
- Exploitez les sources de donn é es disponibles pour cr é er, hi é rarchiser et ajuster dynamiquement les plans d ' interaction pertinents avec les territoires, les comptes et les clients.
- Partager en permanence les informations sur les clients avec les parties prenantes internes concern é es afin de soutenir le d é veloppement de contenus, de campagnes et de plans d ' interaction li é s aux produits et aux indications.
- Offrir de la valeur aux clients et aux patients
- Collaborer en toute conformit é avec les é quipes interfonctionnelles pour concevoir et mettre en œuvre des solutions qui r é pondent aux besoins non satisfaits des clients et des patients.
- Agir avec int é grit é et honn ê tet é en traitant les clients et les coll è gues de mani è re transparente et respectueuse avec une intention claire. Lorsque vous ê tes confront é à des dilemmes é thiques, faites ce qui s ' impose et exprimez-vous lorsque les choses ne semblent pas justes. Respectez le Code d ' é thique et les valeurs et comportements de Novartis.

Key Performance Indicators

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Work Experience

- NA

Skills

- Comp é tences de vente
- Informations sur les clients
- Comp é tences en communication
- Comp é tences d'influence
- Gestion des conflits
- Comp é tences en n é gociation
- Comp é tences techniques
- Gestion de compte
- Coordination interfonctionnelle
- Secteur de la sant é
- Excellence commerciale
- É thique
- Conformit é

Language

Anglais

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
Baoding (Hebei Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
CDI (Ventes)

Shift Work
No

var config = { targetId: "kalturaplayer69ce2fb3c9732372959818", provider: { widgetId: "1l0m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {}, sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu: false }, css : "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css", components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [{ presets: ['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get: KalturaPlayer.ui.components.Remove }] } }; // Check and add plugins only if they exist if (KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if (KalturaPlayer.plugins["transcript"]) { config.plugins["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 }; } if (KalturaPlayer.plugins["preventSeek"]) { config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; } config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) { config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if (KalturaPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if (KalturaPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if (KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if (KalturaPlayer.plugins["googleAnalytics"]) { 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: "1dgfvmafo"}); } catch (e) { console.error(e.message) }

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1. https://www.novartis.com/about/strategy/people-and-culture
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