

(高级地区经理

Job ID
REQ-10075439

4月 07, 2026

China

摘要

Le First Line Sales Manager (FLM) stimule les performances commerciales en dirigeant une équipe commerciale diversifiée et en s'engageant auprès des principales parties prenantes pour offrir des expériences client personnalisées et créer de la valeur. Ils recrutent, développent, maintiennent en poste et encadrent les individus afin d'atteindre avec succès les objectifs stratégiques et commerciaux du territoire. Ils inculquent une culture de haute performance et de responsabilité qui inspire et motive l'équipe à mettre en œuvre une stratégie et des tactiques de marque centrées sur le client de manière conforme et éthique. Les responsables FLM exécutent et suivent la stratégie et les tactiques de marque dans leurs régions, en partageant des informations sur le terrain afin de stimuler l'engagement et la performance des clients.

About the Role

Major Accountabilities

-Diriger et développer l'entreprise

Key Performance Indicators

-À remplir au niveau local, sur la base des orientations qui découleront des résultats du Conseil de gestion de la performance de l'engagement sur le terrain de l'IMI.

Work Experience

NA

Skills

Leadership

Gestion

Communication professionnelle

Coaching

Mentorat

Gestion du changement

Collaboration

Travail d'équipe

Compétences analytiques

Compétences en résolution de problèmes

Gestion de la complexité

Secteur de la santé

Excellence commerciale

Éthique

Conformité

Language

Anglais

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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
CDI (Responsable des ventes)

Shift Work
No

```
var config = { targetId: "kalturaplayer69d4f727a75d1815854992", provider: { widgetId:
"10m7rm1pm", 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: "1_dgfvmafo"}); } catch (e) { console.error(e.message) }
```

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