

## (高级医药代表 / 资深产品专员)

Job ID  
REQ-10077761

5月 10, 2026

China

### 摘要

Apoyar a los equipos de ventas o representantes m é dicos en el logro del objetivo de ventas, comunicaci ó n y coordinaci ó n de actividades de ventas.

### About the Role

#### Major Accountabilities

- Apoyar el logro del objetivo de ventas
- Apoyar las comunicaciones y llamadas de ventas y marketing
- Trabajar como representante de ventas en pr á cticas
- Apoyar la implementaci ó n de actividades organizadas por el equipo de ventas
- Soporte en el mantenimiento de cuentas clave y gesti ó n de relaciones con el cliente
- Demostrar el comportamiento de acuerdo con el c ó digo de pr á ctica de Novartis.
- Notificaci ó n de quejas t é cnicas / eventos adversos / escenarios de casos especiales relacionados

con los productos Novartis dentro de las 24 horas posteriores a la recepción  
-Distribución de muestras de comercialización (cuando proceda)

## Key Performance Indicators

- Apoyo proporcionado al equipo respectivo

## Work Experience

### Recién licenciados

### Skills

#### Manejo de llamadas

CRM (Gestión de la relación con el cliente)

Requisitos del cliente

Servicio al cliente

Instalaciones (programas informáticos)

Merchandising

Física

Construcción de relaciones

Ventas

Habilidades de venta

## Language

Inglés

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

Zibo (Shandong Province)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Ventas)

Shift Work

No

```
var config = { targetId: "kalturaplayer6a014e8e69464430148657", provider: { widgetId:
"1Qm7rm1pm", 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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List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartis.com/files/novartis-life-handbook.pdf>
3. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10077761>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10077761>