

## (高级医药代表 / 资深产品专员)

Job ID  
REQ-10078266

6月 11, 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 œ uvre 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

Hangzhou (Zhejiang 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: "kalturaplayer6a2a9e868c20a198753672", 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 } }; }

```

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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: "1dgfvmafo"}); } 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-10078266>
4. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10078266>