

地区经理

Job ID
REQ-10082730

7月 02, 2026

China

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摘要

First Line Sales Müdürü (FLM), çeşitliliğe sahip bir ticari ekibe liderlik ederek ve özel müşteri deneyimleri sağlamak ve değer sunmak için kilit paydaşlarla etkileşim kurarak satış performansını artırır. Stratejik ve ticari bölge hedeflerini başarıyla bir şekilde yerine getirmek için bireyleri eğitir, geliştirir, elde tutar ve koçluk yaparlar. Ekibe müşteri odaklı marka stratejisi ve taktiklerini uyumlu ve etik bir şekilde yürütmeleri için ilham veren ve motive eden bir yüksek performans ve hesap verebilirlik kültürünü sağlarlar. FLM liderleri, müşteri katılımını ve performansını artırmak için görüşlerini paylaşarak bölgelerindeki marka stratejisini ve taktiklerini yürütür ve takip eder.

About the Role

Major Accountabilities

~ İ 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

Liderlik

Y ö netim

Profesyonel İ leti ğ im

Ko ç -luk

Ment ö rl ü k

Kontrol ü De ğ i tir

İ birli ğ i

Çak ı m Çal ı mas ı

Analitik Beceri

Problem Ç ö zme Becerileri

Karma ğ ı kl ı k Y ö netimi

Sa ğ l ı k Sekt ö r ü

Çicari M ü kemellik

Etik

Uyma

Language

İngilizce

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
Jinan (Shandong Province)

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

Alternative Location 1
Jinan (Shandong Province) (Sandoz), China

Functional Area
Sales

Job Type
Full time

Employment Type
Kadrolu (Sat ı M ü d ü r ü)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a47b7db03cb8109981759", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
```

```
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.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 (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins['playkit-js-hotspots'] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins['playkit-js-moderation'] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins['playkit-js-info'] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.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 } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1_dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kaltura_dataLayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

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