

## (高级医药代表 / 资深产品专员)

Job ID  
REQ-10082978

7月 06, 2026

China

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### 摘要

Prodajni zastopnik je vodilno gonilo na širih interakcijah s strankami in prodajne uspešnosti. So obrazna slika pristopa k izkušnji strank in gradijo globoke odnose, ki prinašajo vrednost za stranke in paciente, da bi spodbudili rast prodaje na skladen in etičen način.

### About the Role

#### Major Accountabilities

- Spodbujanje konkurenčne rasti prodaje
- Prilagodite in organizirajte dejavnosti sodelovanja s strankami za ciljne zdravstvene delavce tako, da odražate želje strank, izkoristite razpoložljivo vsebino in več kanalov za interakcijo.

- Gradite sodelovanje s partnerstvom z zdravstvenimi delavci za razvoj trajnega sodelovanja za Novartis skozi as
- Zagotovite nepozabne izkušnje, osredotočene na stranke, ki presegajo klinično diferenciacijo, tako da prisluhnete njihovim potrebam in razumete njihovo zdravstveno okolje
- Izkoristite razpoložljive vire podatkov za ustvarjanje, dinamično določanje prioritet in prilagajanje ustreznih načinov za ozemlje, račun in interakcijo s strankami
- Stalno deljenje vpogledov strank z ustreznimi notranjimi zainteresiranimi stranmi, da se podpre razvoj vsebine, kampanj in načinov interakcije, povezanih z izdelki in indikacijami;
- Zagotavljanje vrednosti strankam in bolnikom
- Sodelujte skladno z medfunkcionalnimi skupinami pri oblikovanju in uvajanju rešitev, ki obravnavajo neizpolnjene potrebe strank in bolnikov
- Delujte pošteno in pošteno, tako da stranke in sodelavce obravnavate pregledno in spoštljivo z jasnimi nameni. Ko se soočate z etičnimi dilemami, naredite pravo stvar in spregovorite, ko se stvari ne zdijo pravilne. Živite po Novartisovem etičnem kodeksu, vrednotah in vedenju.

## Key Performance Indicators

Prodajni zastopnik je vodilno gonilo naših interakcij s strankami in prodajne uspešnosti. So obraz našega pristopa k izkušnji strank in gradijo globoke odnose, ki prinašajo vrednost za stranke in paciente, da bi spodbudili rast prodaje na skladen in etičen način.

## Work Experience

NA

## Skills

Prodajne veščine

Vpogledi v stranke

Komunikacijske spretnosti

Vplivanje na spretnosti

Obvladovanje konfliktov

Pogajalske spretnosti

Tehnična znanja in spretnosti

Upravljanje računov

Medfunkcionalno usklajevanje

Zdravstveni sektor

Komercialna odličnost

Etika

Skladnost

## Language

Angleščina

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

Nanjing (Jiangsu Province)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Redni sodelavec (prodaja)

Shift Work

No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a4d3ad4d9f77109904153", 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: "1dgvmafo"}}); // 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 kalturaDataLayer.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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