

(高级地区经理

Job ID
REQ-10083542

7月 16, 2026

China

Д о с т у п н о с в | [Deutsch](#) | [English](#) | [Español](#) | [Français](#) | [Italiano](#) | [日本語](#) | [Nederlands](#) | [Slovenščina](#) | [Türk](#) | [中文](#)

摘要

Менеджер по продажам первой линии (FLM) повышает эффективность разнообразную коммерческую команду и взаимодействует с клиентами для обеспечения индивидуального обслуживания. Они нанимают, развивают, удерживают и обучают людей для достижения стратегических и коммерческих целей. Они прививают культуру ответственности, которая вдохновляет и мотивирует коллег. Они используют тактики бренда, ориентированных на клиента, в соответствии с этическим образом. Руководители FLM реализуют и отслеживают стратегии в своих регионах, делаясь информацией о местах для повышения производительности.

About the Role

Major Accountabilities

Руководите и развивайте бизнес

Key Performance Indicators

Заполняется на местном уровне в соответствии с реком
з результатами Совета по управлению эффективностью

Work Experience

NA

Skills

Руководство
Управление
Профессиональная коммуникация
Тренерский
Наставничество
Управление изменениями
Сотрудничество
Командная работа
Аналитические способности
Навыки решения проблем
Управление сложностью
Сектор здравоохранения
Коммерческое совершенство
Этика
Согласие

Language

Английский

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
Weifang (Shandong Province)

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

Alternative Location 1
Other (China) (Sandoz), China

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a5b1d199a00d121712049", 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: "1dgfvmafo"}}); // 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) }

```

(高级地区经理

[Apply to Job](#)



Job ID

REQ-10083542

(高级地区经理

[Apply to Job](#)

Source URL:<https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-ru-ru>

List of links present in page

1. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-de-de>
2. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli>
3. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-es-es>
4. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-fr-fr>
5. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-it-it>
6. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-ja-jp>
7. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-nl-nl>
8. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-sl-si>
9. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-tr-tr>
10. <https://www.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-zh-cn>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
13. https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10083542
14. https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10083542