

(高级大区经理

Job ID
REQ-10084089

7月 22, 2026

China

Na voljo v: Sloven š č ina [Deutsch](#) | [English](#) | [Espa ñ ol](#) | [Fran ç ais](#) | [Italiano](#) | [日本語](#) | [Nederlands](#) | [P y c c](#) | [한국어](#) | [中文](#)

摘要

Second Line Sales Manager (SLM) spodbuja prodajno uspe š nost z vodenjem ekipe First Line Sales Managers (FLM) pri izvajanju prilagojenih uporabni š kih izku š enj, ki prina š ajo vrednost in uveljavljajo Novartis kot izbranega partnerja. Odgovorni so za oblikovanje in izvajanje nacionalne strategije komercialnega sodelovanja s strankami na skladen in eti č en na č in, navzkri ž no funkcionalno usklajevanje z medicinskimi/dostopovnimi strategijami, da se zagotovi koheziven in sodelovalen pristop. SLM gradi najbolj š e in raznolike ekipe v svojem razredu s pridobivanjem talentov, razvojem in na č rtovanjem nasledstva ter je odgovoren za spodbujanje kulture integritete. So klju č nega pomena pri vplivanju na znatne, trajne organizacijske spremembe

About the Role

Major Accountabilities

•Vodite in širite podjetje

•Razvijte, implementirajte in spremljajte nacionalni poslovni načrt, osredotočen na stranke, v sodelovanju s podjetjem FLM in medfunkcionalnimi partnerji za optimizacijo uporabniške izkušnje

Key Performance Indicators

Second Line Sales Manager (SLM) spodbuja prodajno uspešnost z vodenjem ekipe First Line Sales Managers (FLM) pri izvajanju prilagojenih uporabniških izkušenj, ki prinašajo vrednost in uveljavljajo Novartis kot izbranega partnerja. Odgovorni so za oblikovanje in izvajanje nacionalne strategije komercialnega sodelovanja s strankami na skladen in etičen način, navzkrižno funkcionalno usklajevanje z medicinskimi/dostopovnimi strategijami, da se zagotovi koheziven in sodelovalen pristop. SLM gradi najboljše in raznolike ekipe v svojem razredu s pridobivanjem talentov, razvojem in načrtovanjem nasledstva ter je odgovoren za spodbujanje kulture integritete. Skladiščena pomena pri vplivanju na znatne, trajne organizacijske spremembe

Work Experience

NA

Skills

Vodstvo

Menadžment

Strokovno komuniciranje

Vplivanje na spretnosti

Coaching

Mentorstvo

Spremeni nadzor

Sodelovanje

Finansko delo

Analitične spretnosti

Spretnost reševanja problemov

Upravljanje kompleksnosti

Finančna pismenost

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

General Management

地点

China

站点

Chengdu (Sichuan Province)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Redni sodelavec (vodja prodaje)

Shift Work

No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a654bffc3bc9348948406", 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) }

```

Job ID
REQ-10084089

(高级大区经理

[Apply to Job](#)



Job ID
REQ-10084089

(高级大区经理

[Apply to Job](#)

Source URL:
<https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-sl-si>

List of links present in page

1. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-de-de>
2. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli>
3. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-es-es>
4. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-fr-fr>
5. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-it-it>
6. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-ja-jp>
7. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-nl-nl>
8. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-ru-ru>
9. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-tr-tr>
10. <https://www.novartis.com.cn/careers/career-search/job/details/req-10084089-gaojidaqujingli-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-10084089
14. https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10084089