

(高级大区经理

Job ID
REQ-10084618

9月 04, 2026

China

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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 š irite 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. So ključnega 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
Sales

地点
China

站点
Zhengzhou (Henan 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:
"kalturaplayer6aa3a2953c43c703440723", 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) }

```

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