NOVARTIS

Sales Supervisor

Job ID
REQ-10087507

十月 08, 2026

Hong Kong Special Administrative Region, China

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摘要

Professionnels de la vente exp é riment é s responsables de l ' atteinte des objectifs de vente pour un ou plusieurs comptes sp é cifiques. Responsable de l ' é tablissement et de la mise en œuvre d ' un plan de vente et d ' affaires pour une client è le d é sign é e ou de la mise en œuvre d ' un programme de vente sp é cifique pour soutenir efficacement le parcours du patient et positionner correctement Novartis et ses marques.

About the Role

Major Accountabilities

-Responsable de la conduite des ventes, de la promotion et du d é veloppement dans les comptes

d é sign é s pour atteindre les objectifs commerciaux
~É laborer une strat é gie de d é veloppement client, des plans d ' action KAM d é di é s pour les comptes attribu é s, s ' aligne sur les objectifs du compte et ex é cute.
~É tablir et d é velopper des relations à long terme avec des clients cl é s. Acqu é rir une compr é hension approfondie des besoins et des exigences cl é s des clients. D é veloppez les relations avec les clients existants en proposant continuellement des solutions qui r é pondent à leurs besoins et objectifs.
~Diriger la pr é paration des strat é gies et des plans tactiques individuels et donner une contribution strat é gique en termes d ' analyse, de potentiel futur et de programmes cl é s requis pour les comptes
~Pr é parer et n é gocier des contrats et orienter les initiatives lanc é es par l ' entreprise pour cibler un compte particulier
~Organiser des é v é nements clients et d ' autres programmes ind é pendamment ou avec le d é partement marketing/m é dical, conform é ment aux plans tactiques d ' affaires convenus
~Contribuer à la cartographie des parties prenantes, y compris la segmentation et le profilage , fournir des donn é es pr é cises et opportunes pour le syst è me de CRM de Novartis.
~Responsable de l ' é tablissement et de la mise en œuvre d ' un plan de vente/d ' affaires pour une client è le d é sign é e.
~Peut g é rer quelques rapports directs
~D é claration des plaintes techniques / é v é nements ind é sirables / sc é narios de cas particuliers li é s aux produits Novartis dans les 24 heures suivant leur r é ception
~Distribution d ' é chantillons de commercialisation (le cas é ch é ant)

Key Performance Indicators

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Work Experience

Exp é rience de vente dans des soci é t é s multinationales
Exp é rience en gestion de grands comptes
Une exp é rience en gestion d' é quipe est pr é f é rable

Skills

Gestion de compte
M é dicaments biosimilaires
Opportunit é s d'affaires
Planification d'entreprise
Veille concurrentielle
CRM (Gestion de la Relation Client)
Exigences du client
Gestion des Grands Comptes
Part de march é
Promotion (Marketing)
Ventes
Gestion des ventes
Planification des ventes

Strat é gie de vente

Language

Anglais

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
Hong Kong Special Administrative Region, China

站点
Hong Kong

Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma

Functional Area
Sales

Job Type
Full time

Employment Type
CDI (Ventes)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b04e99895045938985483", 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 } }; }

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