

Sales Representative / Territory Account Specialist

Job ID
REQ-10088121

9月 17, 2026

Japan

可用于: 中文 | [Deutsch](#) | [English](#) | [Español](#) | [Français](#) | [Italiano](#) | [日本語](#) | [Nederlands](#) | [Русский](#) | [Slovenščina](#) | [Türkçe](#)

摘要

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人,并建立深厚的关系,为客户和患者创造价值,以合规和合乎道德的方式推动销售增长。

About the Role

Major Accountabilities

- 推动有竞争力的销售增长
- 通过反映客户偏好,利用可用内容和多个互动渠道,为目标 HCP 个性化和编排客户互动旅程
- 通过与 HCP 合作,为诺华建立长期的持续合作关系
- 通过倾听客户的需求并了解他们的医疗保健环境,提供令人难忘的、以客户为中心的体验,超越临床

差异化

-利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划

-持续与相关内部利益相关者分享客户见解，以支持与产品和适应症相关的内容、活动和互动计划的开发

-为客户和患者创造价值

-与跨职能团队合作，设计和实施解决方案，解决未满足的客户和患者需求

-以正直和诚实的态度行事，以透明和尊重的方式对待客户和同事，并有明确的意图。当面临道德困境时，做正确的事，当事情看起来不对劲时，就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人，并建立深厚的关系，为客户和患者创造价值，以合规和合乎道德的方式推动销售增长。

Work Experience

NA

Skills

销售技巧

客户洞察

沟通技巧

影响技能

冲突管理

谈判技巧

技术技能

账户管理

跨职能协调

医疗保健行业

商业卓越

伦理学

合规

Language

英语

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
Japan

站点
Tokyo (NPKK Sales)

Company / Legal Entity
JP05 (FCRS = JP005) Novartis Pharma K.K.

Functional Area
Sales

Job Type
Full time

Employment Type
正式销售)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6aad1918ac35c328809720", 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 kaltura_datalayer.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) }

```

Sales Representative / Territory Account Specialist

[Apply to Job](#)



Job ID
REQ-10088121

Sales Representative / Territory Account Specialist

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-zh-cn>

List of links present in page

1. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-de-de>
2. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist>
3. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-es-es>
4. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-fr-fr>
5. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-it-it>
6. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-ja-jp>
7. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-nl-nl>
8. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-ru-ru>
9. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-sl-si>
10. <https://www.novartis.com.cn/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-tr-tr>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
13. <https://novartis.wd3.myworkdayjobs.com/zh-CN/NovartisCareers/job/Tokyo-NPKK-Sales/Sales-Representative---Territory-Account-SpecialistREQ-10088121-3>
14. <https://novartis.wd3.myworkdayjobs.com/zh-CN/NovartisCareers/job/Tokyo-NPKK-Sales/Sales-Representative---Territory-Account-SpecialistREQ-10088121-3>