

Capability Building Manager - Area

Job ID
REQ-10090555

十月 21, 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

Je primarna odgovornost za strategijo prodajnega usposabljanja in dejavnosti prodaje usposabljanja za okrepitev ciljev in standardov znotraj obstoje č ih ekip ter podpiranje izvajanja obstoje č ih in novih programov, proizvodov in struktur. Zagotovite stalno izbolj š evanje prodajnih zmogljivosti in vpliv na klic s sistemati č nimi usposabljanji z ocenjevanjem ravni zmogljivosti/znanja blagovnih znamk v prodajnih ekipah. Razviti u č inkovito prodajno ekipo z usposabljanjem in mentoringom ali upravljanjem klju č nih komercialnih programov

About the Role

Major Accountabilities

- ~Razviti in izvajati programe usposabljanja za vstop ravni in izkušeni prodaje ljudi, vključno s prodajnimi tehnikami, predstavitve, projekt in aplikacije informacije in roleplay.
- ~Zagotovite gradivo in razvojno podporo prodajnim ekipam za predstavitve na prodajnih sestankih. Oblikovanje in zagotavljanje usposabljanja na področjih, kot je potrebno za podporo prodajni na črti
- ~Zgraditi, s sodelavci usposabljanja, nacionalne temeljne programe, in strateške in operativne načrte.
- ~Za upravljanje proračuna za usposabljanje. Analizirati in dejavno odzivanje na notranje/zunanje referenčne vrednosti in diagnostiko; za aktivno odzivanje na kupce, zaposlene in povratne informacije o uspešnosti
- ~Za sporočanje na črtov, evalvacije in dosežkov vodje prodaje usposabljanje, višji Sales Management Team in Marketing Team.
- ~Delo z ustreznim osebjem in agencijami, oblikuje in razvija izdelek za začetek usposabljanja paketov za prodajne sile. Izvajati uspešne učne programe, da bi predstavnikom opremili orodja za uvajanje izdelkov v standarde Novartis.
- ~Za razvoj vsebine za učne publikacije in revije Business Unit, ki zajemata dosežke in uspehe ekip.
- ~Razviti in izvajati module za učenje na daljavo, ki spodbujajo sodelovanje prodajnih ekip z uporabo drugih učnih platform, kot so e-učenje, videokonference in Telekonferenca
- ~Poročanje o tehničnih pritožbah / neželjenih dogodkih / scenarijih posebnih primerov, povezanih z Novartis izdelki v roku 24 ur po prejemu
- ~Distribucija vzorcev trženja (kjer je primerno)

Key Performance Indicators

- ~Izboljšanje zmogljivosti prodaje na nacionalni ravni
- ~Dejansko usposabljanje vs načrt usposabljanja

Work Experience

Delovne izkušnje v farmacevtski industriji

Skills

Poslovno partnerstvo

Čad (računalniško podprto oblikovanje)

Coaching

Zahteve strank

Skrb za stranke

E-učenje

Terenska prodaja

Človeški viri (HR)

Intencije (računalniški programi)

Fizika

Vzpostavljane odnosov

Prodaje

Prodajna usposabljanja

Sdm

Prodajne veščine

Programi usposabljanja

Language

Angle š č ina

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
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

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ada5dac770b2658704106", 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-10090555

Capability Building Manager - Area

[Apply to Job](#)



Job ID
REQ-10090555

Capability Building Manager - Area

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building->

List of links present in page

1. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-de-de>
2. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area>
3. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-es-es>
4. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-fr-fr>
5. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-it-it>
6. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-ja-jp>
7. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-nl-nl>
8. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-ru-ru>
9. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-tr-tr>
10. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090555-capability-building-manager-area-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?jobnumber=REQ-10090555>
14. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10090555>