

Capability Building Manager - Area

Job ID
REQ-10090556

十月 21, 2026

China

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摘要

Mevcut ekipler i çindeki hedefleri ve standartlar ı peki ş tirmek ve mevcut ve yeni programlar ı n, ü r ü nler ve yap ı lar ı n uygulanmas ı n ı desteklemek i çin sat ı ş e ğ itimi stratejisi ve sat ı ş e ğ itimi faaliyetleri birincil sorumlulu ğ a sahiptir. Sat ı ş ekipleri aras ı nda yetenek d ü zeyini/marka bilgisini de ğ erlendirerek sat ı ş yeteneklerinin s ü rekli iyile ş tirilmesini sa ğ lamak ve sistematik e ğ itimlerle etkiyi a ç ı ğ a ç ı ka. Anahtar ticari programlar hakk ı nda e ğ itim, ko ç luk veya y ö netim yoluyla etkili bir sat ı ş ekibi geli ş tirm.

About the Role

Major Accountabilities

~Sat ı ş teknikleri, sunumlar, proje ve ü r ü n uygulama bilgileri ve canland ı rmalar dahil giri ş seviyesi ve

deneyimli sat ı ŝ personeli i  in e ğ itim programlar ı geli ŝ tirmek ve uygulamak.

~Sat ı ŝ toplant ı lar ı nda sunumlar i  in sat ı ŝ ekiplerine materyal ve geli ŝ im deste ğ i sa ğ lamak. Sat Planlar ı n ı desteklemek i  in gereken alanlarda e ğ itimler tasarlamak ve sunmak

~E ğ itim  al ı ŝ anlar ı ile ulusal temel programlar, stratejik ve operasyonel planlar olu ŝ turmak.

~E ğ itim b ü t  esini y ö netmek. İ  /d ı ŝ k ı yaslamalar ı ve tan ı lamalar ı analiz etmek ve aktif olarak yan ı tlamak; m ü ŝ teri,  al ı ŝ an ve performans geri bildirimlerine aktif olarak yan ı t vermek

~Planlar ı , de ğ erlendirmeleri ve ba ŝ ar ı lar ı Sat ı ŝ E ğ itim Ba ŝ kan ı , K ı demli Sat ı ŝ Y ö netimi E Pazarlama Ekibine iletmek.

~İ lgili personel ve ajanslarla birlikte  al ı ŝ mak, sat ı ŝ g ü c ü i  in ü r ü n lansman ı e ğ itim paketlerini tasarlamak ve geli ŝ tirmek. Temsilcileri Novartis standartlar ı na uygun ü r ü nlerin lansman ı i  in ara  la donatmak i  in ba ŝ ar ı l ı ö ğ renme programlar ı uygulamak.

~Ekiplerin ba ŝ ar ı lar ı n ı duyuran ö ğ renim ve İ ŝ Birimi yay ı nlar ı i  in i  erik geli ŝ tirmek.

~E- ö ğ renme, video konferans ve telekonferans gibi di ğ er ö ğ renme platformlar ı n ı kullanarak sat ı ŝ ekiplerinin kat ı l ı m ı n ı te ŝ vik eden uzaktan e ğ itim mod ü lleri geli ŝ tirmek ve uygulamak

~Novartis ü r ü nleriyle ilgili teknik ŝ ikayetlerin / olumsuz olaylar ı n / ö zel durum senaryolar ı n ı n al ı nd ı ktan sonraki 24 saat i  inde raporlenmesi

~Pazarlama ö rneklerinin da ğ ı t ı m ı (uygun oldu ğ unda)

Key Performance Indicators

~Ulusal sat ı ŝ kapasitesinin art ı r ı lmas ı

~Ger  ek e ğ itim vs e ğ itim plan ı

Work Experience

~İ la  sekt ö r ü nde  al ı ŝ ma deneyimi

Skills

~İ ŝ Ortakl ı ğ ı

~ad (Bilgisayar Destekli Tasar ı m)

~Ko  -luk

~M ü ŝ teri Gereksinimleri

~M ü ŝ teri Hizmetleri

~E-Ö ğ renme

~Saha Sat ı ŝ lar ı

~İ nsan Kaynaklar ı (İ K)

~Fesisatlar (Bilgisayar Programlar ı)

~Fizik

~İ li ŝ ki Kurma

~Sat ı ŝ

~Sat ı ŝ E ğ itimleri

~Sdm

~Sat ı ŝ Becerileri

~E ğ itim Programlar ı

Language

İ ngilizce

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
Guangzhou (Guangdong Province)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
Kadrolu

Shift Work
No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ada5a9fbc3ec674838128", 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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