

Capability Building Manager - Rheum

Job ID
REQ-10090557

十月 21, 2026

China

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

摘要

主要负责销售培训策略和销售培训活动, 以加强现有团队的目标和标准, 并支持现存和新型方案、产品和结构的落实。通过评估销售团队的能力水平/品牌知识, 进行系统培训以确保销售能力和客户拜访影响的持续改进。通过培训和指导或管理主要的商业计划开发优秀的销售团队

About the Role

Major Accountabilities

- ~为入门级和有经验的销售人员制定和实施培训计划, 包括销售技巧、产品展示、项目和产品应用信息以及职责履行。
- ~为销售团队提供材料和开发支持, 以便在销售会议上进行展示。

根据销售计划的需要, 设计并提供领域内培训

·通过人员培训, 制定国家核心计划、战略和业务方案。

·管理培训预算。分析并积极响应内部/外部基准和诊断学;积极响应客户、员工和绩效反馈

·向销售培训主管、高级销售管理团队和营销团队传达方案、评估和业绩。

·与相关人员和机构进行合作, 为销售人员设计和开发产品发布培训体系。

实施成功的学习计划, 为代表推出符合Novartis标准的产品提供工具。

·开发学习出版物和业务部门杂志的内容, 捕捉团队的成就和成功。

·开发和实施远程学习模块, 鼓励销售团队使用其他学习平台如电子学习、视频会议和电话会议参与远程学习

·收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况

·营销样本的分发适用)

Key Performance Indicators

·提高全国销售能力

实际训练vs训练计划

Work Experience

在制药行业的工作经验

Skills

业务合作

CAD(计算机辅助设计)

辅导

客户需求

顾客服务

在线学习

现场销售

人力资源 (HR)

安装计算机程序)

物理

建立关系

销售

销售培训

标清

销售技巧

培训项目

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
China

站点
Shanghai (Shanghai)

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

Functional Area
Sales

Job Type
Full time

Employment Type
正式

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:

```
"kalturaplayer6ad9bcae34291805235140", 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) }
```

无障碍及便利设施

诺华承诺与残障人士共事并为他们提供合理的便利设施。如果您由于健康状况或残障在招聘过

程的任何环节需要合理便利设施或者为了履行职位的基本职能请发送电子邮件至 diversityandincl.china@novartis.com 告知您的需求和联系方式,并在邮件中附上您的职位申请编号。

Job ID
REQ-10090557

Capability Building Manager - Rheum

[Apply to Job](#)



Job ID
REQ-10090557

Capability Building Manager - Rheum

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building->

List of links present in page

1. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-de-de>
2. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum>
3. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-es-es>
4. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-fr-fr>
5. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-it-it>
6. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-ja-jp>
7. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-nl-nl>
8. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-ru-ru>
9. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-sl-si>
10. <https://www.novartis.com.cn/careers/career-search/job/details/req-10090557-capability-building-manager-rheum-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. <mailto:diversityandincl.china@novartis.com>
14. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10090557>
15. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10090557>