

District Manager

Job ID
REQ-10090697

十月 26, 2026

China

摘要

Leads a district area or team, typically as a First Line Manager. Drives execution of business plans and achievement of agreed objectives within the assigned district. Builds a high-performing team through coaching, capability development, and talent management. Ensures effective execution, cross-functional collaboration, customer engagement, and compliance with company policies and regulations.

作为地区业务团队负责人, 通常以一线经理身份带领小型团队。负责推动所在地区业务计划的有效执行, 实现职责范围内既定的业务和组织目标。通过能力建设、辅导反馈、人才发展以及关键业务项目管理, 打造高绩效团队。确保高质量执行、跨职能协作和专业客户互动活动的开展, 并严格遵守相关法律法规、公司政策及合规要求。

About the Role

- Accountable for driving the effective execution of district business plans and achieving agreed business and organizational objectives within the area of responsibility.

- Builds and maintains professional relationships with healthcare stakeholders and supports meaningful customer engagement and scientific exchange activities.
 - Optimizes the allocation of resources to support business priorities and organizational effectiveness.
 - Manages area operating budgets and resources in accordance with company policies and compliance requirements.
 - Leads, develops, and coaches a high-performing team; supports talent acquisition, capability building, succession planning, and team engagement.
 - Builds collaborative relationships with healthcare professionals, key opinion leaders, patient associations, and cross-functional partners to support shared objectives and patient benefit.
 - Maintains strong product and disease area knowledge and continuously develops team capabilities in these areas.
 - Monitors market dynamics, healthcare environment developments, customer insights, and competitor information to support informed business decisions.
 - Promotes high-quality customer experience and professional stakeholder engagement.
 - Ensures timely and accurate completion of required reports and administrative activities.
 - Operates in full compliance with applicable laws, regulations, company policies, procedures, and ethical standards, and fosters a strong culture of integrity and compliance.
 - Ensures timely reporting of technical complaints, adverse events, and special case scenarios related to Novartis products in accordance with company requirements.
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- 负责推动区域业务计划的有效落地, 达成职责范围内既定的业务和组织目标。
 - 建立并维护与医疗卫生专业人士及相关利益相关方的专业合作关系, 支持高质量客户互动和学术交流活动。
 - 合理规划和优化资源配置, 支持业务重点及组织效能提升。
 - 根据公司政策及合规要求管理区域运营预算和资源。
 - 领导并发展高绩效团队, 通过招聘、辅导、能力建设、人才发展和继任规划持续提升团队能力。
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- 与医疗卫生专业人士、关键意见领袖、患者组织及跨职能团队建立良好合作关系, 共同支持业务目标实现和患者获益。
 - 持续提升产品知识和疾病领域知识, 并推动团队相关专业能力建设。
 - undefined
 - 推动高质量客户体验及专业化利益相关方互动。
 - 及时、准确完成各类报告及行政管理工作。
 - 严格遵守国家法律法规、公司政策及合规要求, 营造诚信、合规的团队文化。
 - 按规定及时报告涉及诺华产品的技术投诉、不良事件及特殊案例。

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
Anshan (Liaoning Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6adf1f7d0f797724202904", 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) }

```

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