Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

Na voljo v: Sloven š č ina Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | P y c c | Українська | 中文

摘要

Podpira vodje prodaje za dodeljevanje poslovnih ciljev prek najbolj u č inkovitega upravljanja terenske sile. Podpira dodeljene obmo č ne vodje v vseh upravnih fazah terenske sile (na č rtovanje terenske sile in dodelj. virov, na č rt obmo č ja, priprava prodajnih ciljev/na č rta klicev, ocena u č inkovitosti in nadzor itd.), zagotavlja pronicljivo analizo z dodano vrednostjo, zanesljive KPI-je in natan č ne š tevilke. Odgovoren je lahko tudi za oblikov. sheme spodbud, izvajanje in povezanega izra č una izpla č il.

About the Role

Major Accountabilities

~Samostojno upravlja teme u č inkovitosti prodajne sile za dodeljeno podro č je

-Odgovoren je za zagotavljanje vpogledov, povezanih z velikostjo, strukturo in uvedbo terenske sile v okviru dodeljene skupine
-Izvajanje in nadziranje prodajnih ciljev, na č rtovanja klicev, procesov segmentacije in ciljnega usmerjanja na ravni lekarne/stranke/zdravnika
-Na č rt. In izvajanje sheme spodbud (dolo č itev cilja, poro č anje, izra č un izpla č il)
-Odgovoren je za upravljanje orodij za u č inkovitost prodajne sile za dodeljeno obmo č je
-Kontaktna to č ka za vse podatke, povezane z analizo u č inkovitosti prodajne sile
-Projektno vodenje pri specifi č nih pobudah in analiza ad hoc na podro č ju u č inkovitosti prodajne sile
-Poro č anje o tehni č nih prito ž bah / ne ž elenih dogodkih / scenarijih posebnih primerov, povezanih z Novartis izdelki v roku 24 ur po prejemu
-Distribucija vzorcev tr ž enja (kjer je primerno)

Key Performance Indicators

-Kakovost analize - Field Force Optimization, Segmentation & Targeting, Na č rtovanje klica in Field Analytics.
-Upravljanje sistemov za upravljanje odnosov s strankami, vklju č no z vzdr ž evanjem podatkov, podporo terenskih sil in usposabljanjem

Work Experience

Ðelovne izku š nje v farmacevtski industriji

Skills

Ðrilagodljivost
Ðoslovne nadzorne plo š č e
Ķomercialna odli č nost
Ĥladilni sistemi
€RM (upravljanje odnosov s strankami)
Ŕadovednost
Ǿhranjanje strank
Ŝkrb za stranke
Ŭ č inkovitost
Microsoft Excel
Ðodeljevanje sredstev
Ðrodaje
Ŝalesforce Crm
Ⱳarnostne politike
Ŧimski igralec

Language

Angle š č ina

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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

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部门
International

Business Unit
Other

地点
Ukraine

站点
Kyiv

Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE

Functional Area
Sales

Job Type
Full time

Employment Type
Redni sodelavec

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae692e9019db477737114", 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 } }; }
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// 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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