Senior Sales Representative

Job ID
REQ-10092819

十一月 19, 2026

Hong Kong Special Administrative Region, China

Disponible en: Fran ç ais | Deutsch | English | Espa ñ ol | Italiano | 日本語 | Nederlands | P у с с к и й Sloven š č ina | T ü rk | 中文

摘要

Le repr é sentant commercial est l ' un des principaux moteurs de nos interactions avec les clients et de nos performances commerciales. Ils sont le visage de notre approche de l ' exp é rience client et é tablissent des relations profondes qui apportent de la valeur aux clients et aux patients afin de stimuler la croissance des ventes de mani è re conforme et é thique.

About the Role

Major Accountabilities

- Stimuler la croissance des ventes concurrentielles
- Personnalisez et orchestrez les parcours d ' engagement client pour les professionnels de la sant é

cibles en refl é tant les pr é f é rences des clients, en tirant parti du contenu disponible et de multiples canaux d ' engagement
-Renforcer l ' engagement en travaillant en partenariat avec les professionnels de la sant é afin de d é velopper une collaboration durable au fil du temps pour Novartis
-Offrez des exp é riences m é morables et centr é es sur le client, au-del à de la diff é renciation clinique, en é coutant leurs besoins et en comprenant leur environnement de soins de sant é .
-Exploitez les sources de donn é es disponibles pour cr é er, hi é rarchiser et ajuster dynamiquement les plans d ' interaction pertinents avec les territoires, les comptes et les clients.
-Partager en permanence les informations sur les clients avec les parties prenantes internes concern é es afin de soutenir le d é veloppement de contenus, de campagnes et de plans d ' interaction li é s aux produits et aux indications.
-Offrir de la valeur aux clients et aux patients
-Collaborer en toute conformit é avec les é quipes interfonctionnelles pour concevoir et mettre en œuvre des solutions qui r é pondent aux besoins non satisfaits des clients et des patients.
-Agir avec int é grit é et honn ê tet é en traitant les clients et les coll è gues de mani è re transparente et respectueuse avec une intention claire. Lorsque vous ê tes confront é à des dilemmes é thiques, faites ce qui s ' impose et exprimez-vous lorsque les choses ne semblent pas justes. Respectez le Code d ' é thique et les valeurs et comportements de Novartis.

Key Performance Indicators

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Work Experience

-NA

Skills

-Comp é tences de vente
-Informations sur les clients
-Comp é tences en communication
-Comp é tences d'influence
-Gestion des conflits
-Comp é tences en n é gociation
-Comp é tences techniques
-Gestion de compte
-Coordination interfonctionnelle
-Secteur de la sant é
-Excellence commerciale
-É thique
-Conformit é

Language

Anglais

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
Hong Kong Special Administrative Region, China

站点
Hong Kong

Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma

Functional Area
Sales

Job Type
Full time

Employment Type
CDI (Ventes)

Shift Work
No

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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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