NOVARTIS

Sr. Capability Building Manager - Derm

Job ID
REQ-10092990

十一月 18, 2026

China

Mevcut: T ü rk | Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | P y c c к и й Sloven š č ina | 中文

摘要

Mevcut ekipler i ç indeki 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 ç in sat ı ş e ğ itimi stratejisi ve sat ı ş e ğ itimi faaliyetler 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 satı ş personeli i ç in e ğ itim programlar ı geli ş tirmek ve uygulamak.
~Sat ı ş toplant ı lar ı nda sunumlar i ç in sat ı ş ekiplerine materyal ve geli ş im deste ğ i sa ğ lamak. Sat
Planlar ı n ı desteklemek i ç in gereken alanlarda e ğ itimler tasarlamak ve sunmak
~E ğ itim ç al ı ş anlar ı ile ulusal temel programlar, stratejik ve operasyonel planlar olu ş turmak.
~E ğ itim b ü t ç esini y ö netmek. İ ç /d ı ş k ı yaslamalar ı ve tan ı lamalar ı analiz etmek ve aktif olarak
yan ı tlamak; m ü ş teri, ç al ı ş an ve performans geri bildirimlerine aktif olarak yan ı t vermek
~Planlar ı , de ğ erlendirmeleri ve ba ş ar ı lar ı Sat ı ş E ğ itim Ba ş kan ı , K ı demli Sat ı ş Y ö netimi E
Pazarlama Ekibine iletmek.
~İ lgili personel ve ajanslarla birlikte ç al ı ş mak, sat ı ş g ü c ü i ç in ü r ü n lansman ı e ğ itim paketlerin
tasarlamak ve geli ş tirmek. Temsilcileri Novartis standartlar ı na uygun ü r ü nlerin lansman ı i ç in ara ç la
donatmak i ç in ba ş ar ı l ı ö ğ renme programlar ı uygulamak.
~Ekiplerin ba ş ar ı lar ı n ı duyuran ö ğ renim ve İ ş Birimi yay ı nlar ı i ç in i ç erik geli ş tirmek.
~E- ö ğ renme, video konferans ve telekonferans gibi di ğ er ö ğ renme platformlar ı n ı kullanarak sat ı ş
ekiplerinin kat ı l ı m ı n ı te ş vik eden uzaktan e ğ itim mod ü lleri geli ş tirmek ve uygulamak
~Novartis ü r ü nleriyle ilgili teknik ş ikayetlerin / olumsuz olaylar ı n / ö zel durum senaryolar ı n ı n
al ı nd ı ktan sonraki 24 saat i ç inde raporlenmesi
~Pazarlama ö rneklerinin da ğ ı t ı m ı (uygun oldu ğ unda)

Key Performance Indicators

~Ulusal sat ı ş kapasitesinin art ı r ı lmas ı
~Ger ç ek e ğ itim vs e ğ itim plan ı

Work Experience

~İ la ç sekt ö r ü nde ç al ı ş ma deneyimi

Skills

~İ ş Ortakl ı ğ ı
€ad (Bilgisayar Destekli Tasar ı m)
Ko ç -luk
M ü ş teri Gereksinimleri
M ü ş teri Hizmetleri
E- Ö ğ renme
Saha Sat ı ş lar ı
~İ nsan Kaynaklar ı (İ K)
Tesisatlar (Bilgisayar Programlar ı)
Fizik
~İ li ş ki Kurma
Sat ı ş
Sat ı ş E ğ itimleri
Sdm
Sat ı ş 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
Shanghai (Shanghai)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Kadrolu

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6afd8cc4c3094187202216", 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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Apply to Job



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