(高级地区经理

Job ID
REQ-10093663

十一月 23, 2026

China

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

摘要

Der First Line Sales Manager (FLM) steigert die Vertriebsleistung, indem er ein vielf ä ltiges Vertriebsteam leitet und mit wichtigen Stakeholdern zusammenarbeitet, um ma ß geschneiderte Kundenerlebnisse zu schaffen und einen Mehrwert zu schaffen. Sie rekrutieren, entwickeln, binden und coachen Mitarbeiter, um strategische und kommerzielle Gebietsziele erfolgreich zu erreichen. Sie vermitteln eine Kultur der hohen Leistung und Verantwortlichkeit, die das Team inspiriert und motiviert, kundenorientierte Markenstrategien und -taktiken auf konforme und ethische Weise umzusetzen. Die FLM-Leiter setzen die Markenstrategie und -taktik in ihren Regionen um und verfolgen sie und teilen Erkenntnisse vor Ort, um die Kundenbindung und -leistung zu steigern.

About the Role

Major Accountabilities

-F ü hren und Erweitern des Unternehmens

Key Performance Indicators

Zu bef ü llen auf lokaler Ebene, basierend auf den Leitlinien, die sich aus den Ergebnissen des IMI Field Engagement Performance Management Council ergeben werden.

Work Experience

NA

Skills

Leitung
Management
Professionelle Kommunikation
Coaching
Mentoring
Ver ä nderungsmanagement
Zusammenarbeit
Teamarbeit
Analytische F ä higkeiten
Probleml ö sungsf ä higkeiten
Komplexit ä tsmanagement
Gesundheitswesen
Kommerzielle Exzellenz
Ethik
Beachtung

Language

Englisch

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
Guangzhou (Guangdong Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Regul ä r (Au ß endienstleiter*in)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b05788e21971455564429", 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 kalturadatalayer.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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