(高级地区经理

Job ID
REQ-10093663

十一月 23, 2026

China

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摘要

El gerente de ventas de primera l í nea (FLM) impulsa el rendimiento de las ventas al liderar un equipo comercial diverso y comprometerse con las partes interesadas clave para impulsar experiencias personalizadas para los clientes y ofrecer valor. Reclutan, desarrollan, retienen y entrenan a las personas para cumplir con é xito los objetivos estrat é gicos y comerciales del territorio. Inculcan una cultura de alto rendimiento y responsabilidad que inspira y motiva al equipo a ejecutar la estrategia y las t á cticas de marca centradas en el cliente de una manera é tica y conforme. Los l í deres de FLM ejecutan y hacen un seguimiento de la estrategia y las t á cticas de marca en sus regiones, compartiendo informaci ó n sobre el terreno para impulsar el compromiso y el rendimiento de los clientes.

About the Role

Major Accountabilities

-Liderar y hacer crecer el negocio

Key Performance Indicators

-Se completar á a nivel local, sobre la base de la orientaci ó n que se derivar á de los resultados del Consejo de Gesti ó n del Desempe ñ o de la Participaci ó n sobre el Terreno del IMI.

Work Experience

-NA

Skills

-Liderazgo
-Administraci ó n
-Comunicaci ó n Profesional
-Coaching
-Tutor í a
-Gesti ó n del cambio
-Colaboraci ó n
-Trabajo en equipo
-Habilidad anal í tica
-Habilidades de resoluci ó n de problemas
-Gesti ó n de la complejidad
-Sector Sanitario
-Excelencia Comercial
-É tica
-Conformidad

Language

Ingl é s

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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
Regular (Gerente de Ventas)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b057872d59fb034024401", 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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