NOVARTIS

(高级地区经理

Job ID
REQ-10093663

十一月 23, 2026

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 First Line Sales Manager (FLM) stimule les performances commerciales en dirigeant une é quipe commerciale diversifi é e et en s ' engageant aupr è s des principales parties prenantes pour offrir des exp é riences client personnalis é es et cr é er de la valeur. Ils recrutent, d é veloppent, maintiennent en poste et encadrent les individus afin d ' atteindre avec succ è s les objectifs strat é giques et commerciaux du territoire. Ils inculquent une culture de haute performance et de responsabilit é qui inspire et motive l ' é quipe à mettre en œuvre une strat é gie et des tactiques de marque centr é es sur le client de mani è re conforme et é thique. Les responsables FLM ex é cutent et suivent la strat é gie et les tactiques de marque dans leurs r é gions, en partageant des informations sur le terrain afin de stimuler l ' engagement et la performance des clients.

About the Role

Major Accountabilities

~Diriger et d é velopper l ' entreprise

Key Performance Indicators

~À remplir au niveau local, sur la base des orientations qui d é couleront des r é sultats du Conseil de gestion de la performance de l ' engagement sur le terrain de l ' IMI.

Work Experience

~NA

Skills

~Leadership
~Gestion
~Communication professionnelle
~Coaching
~Mentorat
~Gestion du changement
~Collaboration
~Travail d ' é quipe
~Comp é tences analytiques
~Comp é tences en r é solution de probl è mes
~Gestion de la complexit é
~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
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
CDI (Responsable des ventes)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b05789464558757688632", 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) }

Job ID
REQ-10093663

(高级地区经理

Apply to Job



Job ID
REQ-10093663

(高级地区经理

Apply to Job

Source URL:
https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-fr-fr

List of links present in page

1. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-de-de
2. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli
3. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-es-es
4. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-it-it
5. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-ja-jp
6. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-nl-nl
7. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-ru-ru
8. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-sl-si
9. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-tr-tr
10. https://www.novartis.com.cn/careers/career-search/job/details/req-10093663-gaojidequjingli-zh-cn
11. https://www.novartis.com/about/strategy/people-and-culture
12. https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf
13. https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10093663
14. https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10093663