(高级地区经理

Job ID
REQ-10093663

十一月 23, 2026

China

Beschikbaar binnen: Nederlands | Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | P y c c | Slovenš č ina | T ü rk | 中文

摘要

De First Line Sales Manager (FLM) stimuleert de verkoopprestaties door leiding te geven aan een divers commercieel team en samen te werken met belangrijke belanghebbenden om op maat gemaakte klantervaringen te stimuleren en waarde te leveren. Ze werven, ontwikkelen, behouden en coachen individuen om met succes strategische en commerci ë le doelstellingen te realiseren. Ze zorgen voor een cultuur van hoge prestaties en verantwoordelijkheid die het team inspireert en motiveert om klantgerichte merkstrategie ë n en -tactieken op een conforme en ethische manier uit te voeren. De FLM-leiders voeren de merkstrategie en -tactieken in hun regio's uit en volgen deze op, waarbij ze inzichten uit het veld delen om de betrokkenheid en prestaties van klanten te stimuleren.

About the Role

Major Accountabilities

Leid en laat het bedrijf groeien

Key Performance Indicators

Te vullen op lokaal niveau, op basis van de richtlijnen die zullen volgen uit de resultaten van de IMI Field Engagement Performance Management Council.

Work Experience

NA

Skills

Leiderschap
Beheer
Professionele communicatie
Coaching
Mentorschap
Verander management
Samenwerking
Teamwerk
Analytisch vermogen
Probleemoplossend vermogen
Beheer van complexiteit
Gezondheidszorg
Commerci ë le uitmuntendheid
Ethiek
Naleving

Language

Engels

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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
Regelmatig (Verkoopmanager)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b05788889968773140935", 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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