(高级地区经理

Job ID
REQ-10093663

十一月 23, 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

First Line Sat ı ş M ü d ü r ü (FLM), ç e ş itlili ğ e sahip bir ticari ekibe liderlik ederek ve ö zel m ü ş teri deneyimleri sa ğ lamak ve de ğ er sunmak i ç in kilit payda ş larla etkile ş im kurarak sat ı ş performans ı n art ı r ı r. Stratejik ve ticari b ö lge hedeflerini ba ş ar ı l ı bir ş ekilde yerine getirmek i ç in bireyleri i ş e al geli ş tirir, elde tutar ve ko ç luk yaparlar. Ekibe m ü ş teri odakl ı marka stratejisi ve taktiklerini uyumlu ve etik bir ş ekilde y ü r ü tmeleri i ç in ilham veren ve motive eden bir y ü ksek performans ve hesap verebilirlik k ü lt ü r ü a ş ı larlar. FLM liderleri, m ü ş teri kat ı l ı m ı n ı ve performans ı n ı art ı rmak i ç i ç g ö r ü lerini payla ş arak b ö lgelerindeki marka stratejisini ve taktiklerini y ü r ü t ü r ve takip eder.

About the Role

Major Accountabilities

~İ ş i Y ö netin ve B ü y ü t ü n

Key Performance Indicators

HMI Saha Kat ı l ı m ı Performans Y ö netimi Konseyi sonu ç lar ı ndan gelecek rehberli ğ e dayal ı olarak yerel d ü zeyde doldurulacak.

Work Experience

NA

Skills

Liderlik
Y ö netim
Profesyonel İ leti ş im
Ko ç -luk
Ment ö rl ü k
Kontrol ü De ğ i ş tir
İ-ş birli ğ i
Tak ı m Ç al ı ş mas ı
Analitik Beceri
Problem Ç ö zme Becerileri
Karma ş ı kl ı k Y ö netimi
Sa ğ l ı k Sekt ö r ü
Ticari M ü kemmellik
Etik
Uyma

Language

İ ngilizce

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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
Kadrolu (Satı ş M ü d ü r ü)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b056b88c8f41464892255", 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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