(高级)医药代表 /资深产品专员

Job ID
REQ-10093723

十一月 26, 2026

China

Na voljo v: Sloven š č ina | Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | P y c c | Tiu ik | 中文

摘要

Prodajni zastopnik je vodilno gonilo na š ih interakcij s strankami in prodajne uspe š nosti. So obraz na š ega pristopa k izku š nji strank in gradijo globoke odnose, ki prina š ajo vrednost za stranke in paciente, da bi spodbudili rast prodaje na skladen in eti č en na č in.

About the Role

Major Accountabilities

~Spodbujanje konkuren č ne rasti prodaje
~Prilagodite in organizirajte dejavnosti sodelovanja s strankami za ciljne zdravstvene delavce tako, da odra ž ate ž elje strank, izkoristite razpolo ž ljivo vsebino in ve č kanalov za interakcijo.

-Gradite sodelovanje s partnerstvom z zdravstvenimi delavci za razvoj trajnega sodelovanja za Novartis skozi č as
-Zagotovite nepozabne izku š nje, osredoto č ene na stranke, ki presegajo klini č no diferenciacijo, tako da prisluhnete njihovim potrebam in razumete njihovo zdravstveno okolje
-Izkoristite razpolo ž ljive vire podatkov za ustvarjanje, dinami č no dolo č anje prioritet in prilagajanje ustreznih na č rtov za ozemlje, ra č un in interakcijo s strankami
-stalno deljenje vpogledov strank z ustreznimi notranjimi zainteresiranimi stranmi, da se podpre razvoj vsebine, kampanj in na č rtov interakcije, povezanih z izdelki in indikacijami;
-Zagotavljanje vrednosti strankam in bolnikom
-Sodelujte skladno z medfunkcionalnimi skupinami pri oblikovanju in uvajanju re š itev, ki obravnavajo neizpolnjene potrebe strank in bolnikov
-Delujte po š teno in po š teno, tako da stranke in sodelavce obravnavate pregledno in spo š tljivo z jasnimi nameni. Ko se soo č ate z eti č nimi dilemami, naredite pravo stvar in spregovorite, ko se stvari ne zdijo pravilne. Ž ivite po Novartisovem eti č nem kodeksu, vrednotah in vedenju.

Key Performance Indicators

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Work Experience

NA

Skills

Prodajne ve š č ine
Vpogledi v stranke
Komunikacijske spretnosti
Vplivanje na spretnosti
Obvladovanje konfliktov
Pogajalske spretnosti
Tehni č na znanja in spretnosti
Upravljanje ra č una
Medfunkcionalno usklajevanje
Zdravstveni sektor
Komercialna odli č nost
Etika
Skladnost

Language

Angle š č ina

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
Shantou (Guangdong Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Redni sodelavec (prodaja)

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6b09a5d0362d7528003559", 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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// 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 kaltura datalayer.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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