

## (高级) 地区经理

Job ID  
REQ-10081598  
Июн. 23, 2026  
Китай

### Сводка

First Line Sales Manager (FLM) spodbuja prodajno uspešnost z vodenjem raznolike komercialne ekipe in sodelovanjem s ključnimi deležniki za spodbujanje prilagojenih uporabniških izkušenj in zagotavljanje vrednosti. Zaposlujejo, razvijajo, zadržujejo in usposablajo posameznike za uspešno doseganje strateških in komercialnih ciljev. Vnašajo kulturo visoke učinkovitosti in odgovornosti, ki navdihuje in motivira ekipo, da skladno in etično izvaja strategijo in taktike blagovne znamke, osredotočene na stranke. Vodje podjetja FLM izvajajo in spremljajo strategijo in taktike blagovne znamke v svojih regijah ter si izmenjujejo vpogled v teren, da bi spodbudile sodelovanje strank in uspešnost.

### About the Role

#### Major Accountabilities

~ Vodite in širite podjetje

#### Key Performance Indicators

~Biti poseljen na lokalni ravni na podlagi smernic, ki bodo izhajale iz rezultatov upravljanja uspešnosti IMI Field Engagement Performance Management.

#### Work Experience

~NA

#### Skills

~Vodstvo  
~Menedžment  
~Strokovno komuniciranje  
~Coaching  
~Mentorstvo  
~Spremeni nadzor  
~Sodelovanje  
~Timsko delo  
~Analitične spretnosti  
~Spretnost reševanja problemov  
~Upravljanje kompleksnosti  
~Zdravstveni sektor  
~Komericalna odličnost  
~Etika  
~Skladnost

#### Language

Angleščina

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<https://www.novartis.com/about/strategy/people-and-culture>

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Дивизион  
International  
Business Unit  
Sales

Место  
Китай  
Сайт

Anyang (Henan Province)  
Company / Legal Entity  
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd  
Alternative Location 1  
Xinxiang (Henan Province), Китай  
Functional Area  
Продажи

Job Type  
Full time  
Employment Type  
Redni sodelavec (vodja prodaje)  
Shift Work  
No

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