

Hospital Access Field Lead

Job ID

REQ-10082699

июл 02, 2026

Китай

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Сводка

带领团队负责天津，河北医院准入和安全运营工作

About the Role

具体工作内容：

- 了解辖区内目标医院的发展现状、发展规划，以及药品管理的相关要求，带领团队执行部门制定的大客户管理及计划，与区域内医院管理者建立强有力的联系；
- 作为公司与医院管理者联系的纽带，传递诺华发展规划以及诺华产品价值和患者获益，利用领域专业知识和解决方案满足医疗机构学术需求；
- 根据关键产品医院准入和安全运营的策略，带领团队制定行动计划，并开展高质量的内外协作从而达成目标，持续提高诺华产品的患者可及性；
- 整合区域资源，建立一个诺华为整体的与区域内医疗机构及重要学术机构的合作，促进医疗机构医院管理或疾病治疗水平提升，实现诺华与医疗卫生体系的共赢；
- 熟悉了解医疗卫生体系发展动向，系统获取客户和同行见解，识别区域市场机会和挑战以支持公司业务目标达成；
- 支持公司招标挂网、报销准入、商业配送等工作顺畅进行，积极参与区域LLB帮助公司在快速变化的外部环境下快速响应，最大化支持一线业务；
- 甄选、激励并保留人才，带领团队不断提升专业技能，与跨部门团队紧密合作，打造专业卓越的团队，推动发展；
- 以诺华价值观和行为为导向，建立激发、求知、赋能以及合规的团队文化。

专业及综合能力要求：

- 对医药卫生领域政策趋势和区域医院管理客户有深入了解和洞察
- 有良好的计划及执行能力
- 良好的人际沟通能力、团队领导力和跨部门影响力，丰富的二线管理经验
- 积极主动，满怀激情，勇于接受挑战和承担压力
- 医药相关教育背景优先

相关工作经验要求：

- 10年以上外资制药企业工作经验
- 有5年以上大客户大区经理或销售大区经理（有抗生素，VBP产品，或者肿瘤药）经验者优先

学历背景：

- 医药、市场营销、公共事务等领域大学本科及以上学历

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 \(PDF 30 MB\)](#)

Дивизион

International

Business Unit

Sales

Место

Китай

Сайт

Tianjin (Tianjin)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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