

Area Training Manager

Job ID
REQ-10082715
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Китай
Available in: English

Сводка

-Has primary responsibility for the sales training strategy and sales training activities to reinforce goals and standards within existing teams and support the implementation of existing and new programmes, products and structures. Ensure continuous improvement of sales capabilities and call impact through systematic trainings by assessing capability level/brand knowledge across the sales teams. Develop an effective sales team through training and coaching or management of key commercial programmes

About the Role

Major accountabilities:

JTBD:

- lead team to Identify regional capability cap and learning needs
- lead team to drive FF upskilling leverage kinds of learning solution, including learning course/AI assessment tool
- lead team to achieve FF learning goal and feedback FF learning experience and engage design team to optimize the learning solutions
- lead regional learning project and execute the central learning program.
- Lead the digital transformation on training solutions,
- Collaborate and engage with FF leaders to be a sponsor for learning program
- Partner with X-function to develop and integrate training resources which reinforce and strengthen adherence to relevant processes and procedures.
- Support to course design by best practices of FF
- Empower trainers through continuous check-in and feedback in EVOLVE for coaching to unleash trainer's potential.

Key performance indicators:

- Improvement in sales capability nationally
- Actual training vs training plan

Minimum Requirements:

Work Experience:

- 5+ years in pharma training/sales/marketing role
- Experience in developing training materials
- Delivered sales skill training

Skills:

- Coaching
- Customer Requirements
- Customer Service
- E-Learning
- Field Sales
- Installations (Computer Programs)
- Relationship Building
- Sales
- Sales Trainings
- Selling Skills
- Training Programs

Languages:

- English.

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International
Business Unit
Sales
Место
Китай
Сайт
Shanghai (Shanghai)
Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
Shift Work
No

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