

Senior Hospital Access Manager

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REQ-10084823
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Китай
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Сводка

根据公司准入和安全运营目标的业务需求，完成准入和安全运营目标。通过专业拜访和产品信息传递，获得医院管理者对公司产品的认可。洞察医院发展中的痛点与业务的联系，整合跨部门资源且调动业务团队积极协助，与客户建立较深的合作关系，达成公司业务目标。

About the Role

具体工作内容：

- 负责区域目标医院准入目标达成，确保产品在院内的安全运营,支持不同的TA；
- 与目标医院建立长期的战略合作伙伴关系，进一步提升公司品牌影响力；
- 结合实际情况制定区域内目标医院客户合作计划；
- 负责关键客户的维护和服务，为关键客户提供有价值的学术信息；
- 收集并定期分析、分享区域内医院准入相关政策和行业信息，为区域HA管理层决策及行动提供支持；
- 参与相关技能、专业能力的培训，作为团队成员共同促进团队激发、求知、赋能以及合规文化的塑造；
- 熟悉诺华P3互动原则及相关制度，确保项目合规开展，践行诺华倡导的价值观和行为。

专业及综合能力要求：

- 熟悉了解医药卫生领域政策变化，具有较强的政策解读能力
- 具备良好的关键客户管理能力；具备较强的谈判能力；
- 有影响力的沟通能力，跨部门协作能力；
- 主观能动性较强，有责任心，勇于接受挑战和承担压力；
- 良好的项目组织协调和落地执行力

相关岗位任职要求：

- 3年以上外资制药企业HA、销售经理经验者优先；
- 有核心市场准入经验优先

学历背景：

- 医学或药学相关专业教育背景

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Дивизион
International
Business Unit
Sales
Место
Китай
Сайт
Chongqing (Chongqing Province)
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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