NOVARTIS

District Manager

Job ID
REQ-10091506
Ноя. 06, 2026
Китай

Сводка

Leads a district area or team, typically as a First Line Manager. Drives execution of business plans and achievement of agreed objectives within the assigned district. Builds a high-performing team through coaching, capability development, and talent management. Ensures effective execution, cross-functional collaboration, customer engagement, and compliance with company policies and regulations.
作为地区业务团队负责人，通常以一线经理身份带领小型团队。负责推动所在地区业务计划的有效执行，实现职责范围内既定的业务和组织目标。通过能力建设、辅导反馈、人才发展以及关键业务项目管理，打造高绩效团队。确保高质量执行、跨职能协作和专业客户互动活动的开展，并严格遵守相关法律法规、公司政策及合规要求。

About the Role

- Accountable for driving the effective execution of district business plans and achieving agreed business and organizational objectives within the area of responsibility.
- Builds and maintains professional relationships with healthcare stakeholders and supports meaningful customer engagement and scientific exchange activities.
- Optimizes the allocation of resources to support business priorities and organizational effectiveness.
- Manages area operating budgets and resources in accordance with company policies and compliance requirements.
- Leads, develops, and coaches a high-performing team; supports talent acquisition, capability building, succession planning, and team engagement.
- Builds collaborative relationships with healthcare professionals, key opinion leaders, patient associations, and cross-functional partners to support shared objectives and patient benefit.
- Maintains strong product and disease area knowledge and continuously develops team capabilities in these areas.
- Monitors market dynamics, healthcare environment developments, customer insights, and competitor information to support informed business decisions.
- Promotes high-quality customer experience and professional stakeholder engagement.
- Ensures timely and accurate completion of required reports and administrative activities.
- Operates in full compliance with applicable laws, regulations, company policies, procedures, and ethical standards, and fosters a strong culture of integrity and compliance.
- Ensures timely reporting of technical complaints, adverse events, and special case scenarios related to Novartis products in accordance with company requirements.

- 负责推动区域业务计划的有效落地，达成职责范围内既定的业务和组织目标。
- 建立并维护与医疗卫生专业人士及相关利益相关方的专业合作关系，支持高质量客户互动和学术交流活动。
- 合理规划和优化资源配置，支持业务重点及组织效能提升。
- 根据公司政策及合规要求管理区域运营预算和资源。
- 领导并发展高绩效团队，通过招聘、辅导、能力建设、人才发展和继任规划持续提升团队能力。
- 与医疗卫生专业人士、关键意见领袖、患者组织及跨职能团队建立良好合作关系，共同支持业务目标实现和患者获益。
- 持续提升产品知识和疾病领域知识，并推动团队相关专业能力建设。
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- 推动高质量客户体验及专业化利益相关方互动。
- 及时、准确完成各类报告及行政管理工作。
- 严格遵守国家法律法规、公司政策及合规要求，营造诚信、合规的团队文化。
- 按规定及时报告涉及诺华产品的技术投诉、不良事件及特殊案例。

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
Jilin (Jilin Province)
Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
正式（销售经理）
Shift Work
No

无障碍及便利 设 施

诺华 承 诺 与残障人士共事并 为 他 们 提供合理的便利 设 施。如果您由于健康状况或残障 在招聘 过 程的任何 环 节 需要合理便利 设 施 或者 为 了履行 职 位的基本 职 能 请发 送 电 子 邮 件至 diversityandincl.china@novartis.com 告知您的需求和 联 系方式，并在 邮 件中附上您的 职 位申 请编 号。

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