NOVARTIS

# District Manager

Job ID
REQ-10091903
Ноя. 04, 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。

关注市场环境变化、客户洞察、行业动态及竞争信息，为业务决策提供支持。

• 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
Beijing (Beijing)
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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