NOVARTIS

Sales Rep (Area Sales Manager)

Job ID
REQ-10092195
Ноя. 12, 2026
Индия
可用于: 中文 | Deutsch | English | Español | Français | Italiano | 日本語 | Nederlands | Русский | Slovenščina | Türk

Сводка

销售代表是我们客户互动和销售业绩的主要推动者，他们是我们客户体验方法的代言人，并建立深厚的关系，为客户和患者创造价值，以合规和合乎道德的方式推动销售增长。

About the Role

Major Accountabilities

~ 推动有竞争力的销售增长
~ 通过数据分析识别影响处方决策的高潜力客户（HCP 和利益相关者）并确定其优先级
~ 通过巧妙地协调积极的客户体验来推动销售业绩
~ 参与并建立关系。
~ 参与基于价值的对话（面对面和虚拟），以了解关键的客户挑战、决策驱动因素、痛点和机遇
~ 通过反映客户偏好、利用可用内容和多个互动渠道，为目标 HCP 个性化和编排客户互动旅程
~ 通过与 HCP 合作，为诺华建立长期的持续合作关系
~ 通过倾听客户的需求并了解他们的医疗保健环境，提供令人难忘的、以客户为中心的体验，超越临床差异化
~ 与意见领袖和顶级医疗影响者（在地区层面）建立有效的工作关系，并挑战当前的行为，以改善患者旅程（正确的患者，正确的时间）
~ 培养对客户的深刻洞察和理解
~ 收集有关客户业务的见解，以发现对他们来说重要的内容
~ 跟进客户反馈，并将响应转化为创造额外价值并超出预期的行动
~ 利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划
~ 持续与相关内部利益相关者分享客户见解，以支持与产品和适应症相关的内容、活动和互动计划的开发
~ 为客户和患者创造价值
~ 与跨职能团队合作，设计和实施解决方案，解决未满足的客户和患者需求
~ 作为客户值得信赖的合作伙伴，帮助他们经营业务;倾听学习;努力以合规和合乎道德的方式加深关系;定位自己以创建增值解决方案。
~ 以正直和诚实的态度行事，以透明和尊重的方式对待客户和同事，并有明确的意图。当面临道德困境时，做正确的事，当事情看起来不对劲时，就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

~根据 IMI 现场参与绩效管理委员会成果的指导，在地方一级进行填充。

Work Experience

~NA

Skills

~销售技巧
~客户洞察
~沟通技巧
~影响技能
~冲突管理
~谈判技巧
~技术技能
~账户管理
~跨职能协调
~医疗保健行业
~商业卓越
~伦理学
~合规

Language

英语

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
Marketing
Место
Индия
Сайт
Hyderabad (Office)
Company / Legal Entity
IN10 (FCRS = IN010) Novartis Healthcare Private Limited
Functional Area
Продажи
Job Type
Full time
Employment Type
正式（销售）
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.india@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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Apply to Job
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