NOVARTIS

(高级）地区经理

Job ID
REQ-10093663
Ноя. 23, 2026
Китай
Na voljo v: Slovenščina | Deutsch | English | Español | Français | Italiano | 日本語 | Nederlands | Русский | Türk | 中文

Сводка

First Line Sales Manager (FLM) spodbuja prodajno uspešnost z vodenjem raznolike komercialne ekipe in sodelovanjem s ključnimi deležniki za spodbujanje prilagojenih uporabniških izkušenj in zagotavljanje vrednosti. Zaposlujejo, razvijajo, zadržujejo in usposabljajo posameznike za uspešno doseganje strateških in komercialnih ciljev. Vnašajo kulturo visoke učinkovitosti in odgovornosti, ki navdihuje in motivira ekipo, da skladno in etično izvaja strategijo in taktike blagovne znamke, osredotočene na stranke. Vodje podjetja FLM izvajajo in spremljajo strategijo in taktike blagovne znamke v svojih regijah ter si izmenjujejo vpoglede v teren, da bi spodbudile sodelovanje strank in uspešnost.

About the Role

Major Accountabilities

~ Vodite in širite podjetje

Key Performance Indicators

~Biti poseljen na lokalni ravni na podlagi smernic, ki bodo izhajale iz rezultatov upravljanja uspešnosti IMI Field Engagement Performance Management.

Work Experience

~NA

Skills

~Vodstvo
~Menedžment
~Strokovno komuniciranje
~Coaching
~Mentorstvo
~Spremeni nadzor
~Sodelovanje
~Timsko delo
~Analitične spretnosti
~Spretnost reševanja problemov
~Upravljanje kompleksnosti
~Zdravstveni sektor
~Komercialna odličnost
~Etika
~Skladnost

Language

Angleščina

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
Guangzhou (Guangdong Province)
Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type

Full time
Employment Type
Redni sodelavec (vodja prodaje)
Shift Work
No

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