NOVARTIS

(高级）地区经理

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

Сводка

一线销售经理（FLM）通过领导多元化的商业团队并与主要利益相关者互动来推动量身定制的客户体验并提供价值，从而推动销售业绩。他们招募、培养、留住和指导个人，以成功实现战略和商业区域目标。他们灌输了一种高绩效和问责制的文化，激励和激励团队以合规和合乎道德的方式执行以客户为中心的品牌战略和战术。FLM领导执行和跟进其所在地区的品牌战略和战术，分享现场见解，以推动客户参与度和绩效。

About the Role

Major Accountabilities

~ 领导和发展业务

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

~领导
~管理
~专业沟通
~辅导
~指导
~变更管理
~协作
~团队合作
~分析能力
~解决问题的能力
~复杂性管理
~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
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

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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