

## (高级) 地区经理

Job ID

REQ-10079187

Июн. 22, 2026

Китай

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### Сводка

Il First Line Sales Manager (FLM) guida le prestazioni di vendita guidando un team commerciale diversificato e coinvolgendo i principali stakeholder per promuovere esperienze personalizzate per i clienti e fornire valore. Reclutano, sviluppano, trattengono e istruiscono le persone per raggiungere con successo gli obiettivi strategici e commerciali del territorio. Instillano una cultura di alte prestazioni e responsabilità che ispira e motiva il team a eseguire la strategia e le tattiche del marchio incentrate sul cliente in modo conforme ed etico. I responsabili FLM eseguono e seguono la strategia e le tattiche del marchio nelle loro regioni, condividendo informazioni sul campo al fine di promuovere il coinvolgimento e le prestazioni dei clienti.

### About the Role

#### Major Accountabilities

~ Guidare e far crescere l'azienda

#### Key Performance Indicators

~Da compilare a livello locale, sulla base delle linee guida che seguiranno dai risultati dellIMI Field Engagement Performance Management Council.

#### Work Experience

~NA

#### Skills

~Leadership

~Gestione

~Comunicazione professionale

~Allenamento

~Tutoraggio

~Gestione delle modifiche

~Collaborazione

~Lavoro di gruppo

~Abilità analitica

~Capacità di problem solving

~Gestione della complessità

~Settore Sanitario

~Eccellenza Commerciale

~Etica

~Conformità

#### Language

Inglese

**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

Shanghai (Shanghai)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Продажи

Job Type

Full time  
Employment Type  
Regolare (Direttore Vendite)  
Shift Work  
No

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