

## (高级) 地区经理

Job ID

REQ-10079187

Июн. 22, 2026

Китай

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### 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

Shanghai (Shanghai)

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

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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](mailto: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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