

## Hospital Access Field Lead

Job ID

REQ-10082699

июл 02, 2026

Китай

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### Сводка

带领团队负责天津，河北医院准入和安全运营工作

### About the Role

具体工作内容：

- 了解辖区内目标医院的发展现状、发展规划，以及药品管理的相关要求，带领团队执行部门制定的大客户管理及计划，与区域内医院管理者建立强有力的联系；
- 作为公司与医院管理者联系的纽带，传递诺华发展规划以及诺华产品价值和患者获益，利用领域专业知识和解决方案满足医疗机构学术需求；
- 根据关键产品医院准入和安全运营的策略，带领团队制定行动计划，并开展高质量的内外协作从而达成目标，持续提高诺华产品的患者可及性；
- 整合区域资源，建立一个诺华为整体的与区域内医疗机构及重要学术机构的合作，促进医疗机构医院管理或疾病治疗水平提升，实现诺华与医疗卫生体系的共赢；
- 熟悉了解医疗卫生体系发展动向，系统获取客户和同行见解，识别区域市场机会和挑战以支持公司业务目标达成；
- 支持公司招标挂网、报销准入、商业配送等工作顺畅进行，积极参与区域LLB帮助公司在快速变化的外部环境下快速响应，最大化支持一线业务；
- 甄选、激励并保留人才，带领团队不断提升专业技能，与跨部门团队紧密合作，打造专业卓越的团队，推动发展；
- 以诺华价值观和行为为导向，建立激发、求知、赋能以及合规的团队文化。

专业及综合能力要求：

- 对医药卫生领域政策趋势和区域医院管理客户有深入了解和洞察
- 有良好的计划及执行能力
- 良好的人际沟通能力、团队领导力和跨部门影响力，丰富的二线管理经验
- 积极主动，满怀激情，勇于接受挑战和承担压力
- 医药相关教育背景优先

相关工作经验要求：

- 10年以上外资制药企业工作经验
- 有5年以上大客户大区经理或销售大区经理（有抗生素，VBP产品，或者肿瘤药）经验者优先

学历背景：

- 医药、市场营销、公共事务等领域大学本科及以上学历

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<https://www.novartis.com/about/strategy/people-and-culture>

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Дивизион

International

Business Unit

Sales

Место

Китай

Сайт

Tianjin (Tianjin)

Company / Legal Entity

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

Functional Area

Продажи

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

## Accessibility and accommodation

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