

Area Commercial Manager

Job ID
REQ-10085324
авг 06, 2026
Китай
Available in: English

Сводка

精益渠道管理：优化经销渠道，满足业务发展及合规要求，实现平稳供应和资金安全，加速新产品上市。
加速扩面下沉：加强外部合作，支持下沉市场的医院覆盖，扩大产品的患者可及性。

About the Role

Major Accountabilities:

- 执行渠道布局和管理策略，确保医院、零售等终端的渠道通常，完成发货、回款目标，并加快新产品的上市；
- 执行公司制定的安全运营策略，实现所负责区域渠道平稳运转；
- 优化经销商日常管理，推动下沉市场医院覆盖和新兴市场销售增长；
- 加强与区域内相关团队的沟通协调，积极协助解决区域性问题，实现更好的产品可及；
- 创新经销商合作模式，提高诺华品牌在区域的影响力；
- 管理和指导团队成员，确保团队目标的完成，并提供专业发展机会；

Key Performance Indicators:

- 发货计划和经销商回款
- 公司制定的渠道安全运营关键指标
- 下沉市场的有效覆盖

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
Other
Место
Китай
Сайт
Nanjing (Jiangsu Province)
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

Novartis is committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to perform the essential functions of a position, please send an e-mail to diversityandincl.china@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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List of links present in page

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2. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
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