

Sales Representative / Territory Account Specialist

Job ID

REQ-10088121

сен 17, 2026

Япония

可用于: 中文 | [Deutsch](#) | [English](#) | [Español](#) | [Français](#) | [Italiano](#) | [日本語](#) | [Nederlands](#) | [Русский](#) | [Slovenščina](#) | [Türk](#)

Сводка

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人，并建立深厚的关系，为客户和患者创造价值，以合规和合乎道德的方式推动销售增长。

About the Role

Major Accountabilities

- ~ 推动有竞争力的销售增长
- ~ 通过反映客户偏好、利用可用内容和多个互动渠道，为目标 HCP 个性化和编排客户互动旅程
- ~ 通过与 HCP 合作，为诺华建立长期的持续合作关系
- ~ 通过倾听客户的需求并了解他们的医疗保健环境，提供令人难忘的、以客户为中心的体验，超越临床差异化
- ~ 利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划
- ~ 持续与相关内部利益相关者分享客户见解，以支持与产品和适应症相关的内容、活动和互动计划的开发
- ~ 为客户和患者创造价值
- ~ 与跨职能团队合作，设计和实施解决方案，解决未满足的客户和患者需求
- ~ 以正直和诚实的态度行事，以透明和尊重的方式对待客户和同事，并有明确的意图。当面临道德困境时，做正确的事，当事情看起来不对劲时，就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人，并建立深厚的关系，为客户和患者创造价值，以合规和合乎道德的方式推动销售增长。

Work Experience

~NA

Skills

- ~销售技巧
- ~客户洞察
- ~沟通技巧
- ~影响技能
- ~冲突管理
- ~谈判技巧
- ~技术技能
- ~账户管理
- ~跨职能协调
- ~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

Япония

Сайт

Tokyo (NPKK Sales)

Company / Legal Entity
JP05 (FCRS = JP005) Novartis Pharma K.K.
Functional Area
Продажи
Job Type
Full time
Employment Type
正式（销售）
Shift Work
No

Job ID
REQ-10088121

Sales Representative / Territory Account Specialist

[Apply to Job](#)
Job ID
REQ-10088121

Sales Representative / Territory Account Specialist

[Apply to Job](#)

Source URL: <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-zh-cn>

List of links present in page

1. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-de-de>
2. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist>
3. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-es-es>
4. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-fr-fr>
5. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-it-it>
6. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-ja-jp>
7. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-nl-nl>
8. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-ru-ru>
9. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-sl-si>
10. <https://novartis.ru/careers/career-search/job/details/req-10088121-sales-representative-territory-account-specialist-tr-tr>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
13. https://novartis.wd3.myworkdayjobs.com/zh-CN/Novartis_Careers/job/Tokyo-NPKK-Sales/Sales-Representative---Territory-Account-Specialist_REQ-10088121-3
14. https://novartis.wd3.myworkdayjobs.com/zh-CN/Novartis_Careers/job/Tokyo-NPKK-Sales/Sales-Representative---Territory-Account-Specialist_REQ-10088121-3