NOVARTIS

Field Excellence Manager

Job ID
REQ-10091036
Окт. 27, 2026
Украина
可用于: 中文 | Deutsch | English | Español | Français | Italiano | 日本語 | Nederlands | Русский | Slovenščina | Türk

Сводка

通过最有效的现场人员管理来分配业务目标，以支持销售经理。 在所有现场团队管理阶段（现场团队设计和资源分配、地域设计、销售目标/客户拜访方案设置、绩效评估和监控等）支持指定的区域经理，提供见地独到的增值分析、可靠关键绩效指标和精确数字。 可能还需要负责激励方案的设计、实施及相关的支付计算。

About the Role

Major Accountabilities

~ 自主管理指定领域的销售人员效益主题
~ 负责在指定团队内提供与现场团队规模、结构和部署相关的输入
~ 在药店/客户/医生层级实施和监控销售目标、客户拜访规划、细分和目标流程
~ 激励计划的设计和实施（目标设定、报告、支付计算）
~ 负责指定领域的销售人员效能工具管理
~ 与销售人员效能分析相关的所有信息的联络点
~ 特定计划的项目管理和销售人员效能领域的专门分析
~ 收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况
~ 营销样本的分发（适用）

Key Performance Indicators

• 分析质量 - 现场力优化、细分和定位、呼叫规划和现场分析。
• 客户关系管理系统管理，包括数据维护、现场力量支持和培训

Work Experience

~在制药行业的工作经验

Skills

~适应性
~业务仪表板
~商业卓越
~冷却系统
~CRM（客户关系管理）
~好奇心
~客户维系
~顾客服务
~效率
~Microsoft Excel
~资源配置
~销售
~Salesforce 客户关系管理
~安全策略
~团队合作精神

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
Other
Место
Украина
Сайт

Kyiv
Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE
Functional Area
Продажи
Job Type
Full time
Employment Type
正式
Shift Work
No

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List of links present in page

1. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-de-de
2. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager
3. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-es-es
4. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-fr-fr
5. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-it-it
6. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-ja-jp
7. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-nl-nl
8. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-ru-ru
9. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-sl-si
10. https://novartis.ru/careers/career-search/job/details/req-10091036-field-excellence-manager-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/Kyiv/Field-Excellence-Manager_REQ-10091036
14. https://novartis.wd3.myworkdayjobs.com/zh-CN/Novartis_Careers/job/Kyiv/Field-Excellence-Manager_REQ-10091036