

(高级) 地区经理

Job ID

REQ-10083542

июл 16, 2026

Китай

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Сводка

Il First Line Sales Manager (FLM) guida le prestazioni di vendita guidando un team commerciale diversificato e coinvolgendo i principali stakeholder per promuovere esperienze personalizzate per i clienti e fornire valore. Reclutano, sviluppano, trattengono e istruiscono le persone per raggiungere con successo gli obiettivi strategici e commerciali del territorio. Instillano una cultura di alte prestazioni e responsabilità che ispira e motiva il team a eseguire la strategia e le tattiche del marchio incentrate sul cliente in modo conforme ed etico. I responsabili FLM eseguono e seguono la strategia e le tattiche del marchio nelle loro regioni, condividendo informazioni sul campo al fine di promuovere il coinvolgimento e le prestazioni dei clienti.

About the Role

Major Accountabilities

~ Guidare e far crescere l'azienda

Key Performance Indicators

~ Da compilare a livello locale, sulla base delle linee guida che seguiranno dai risultati dellIMI Field Engagement Performance Management Council.

Work Experience

~ NA

Skills

~ Leadership

~ Gestione

~ Comunicazione professionale

~ Allenamento

~ Tutoraggio

~ Gestione delle modifiche

~ Collaborazione

~ Lavoro di gruppo

~ Abilità analitica

~ Capacità di problem solving

~ Gestione della complessità

~ Settore Sanitario

~ Eccellenza Commerciale

~ Etica

~ Conformità

Language

Inglese

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

Weifang (Shandong Province)

Company / Legal Entity

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

Alternative Location 1

Other (China) (Sandoz), Китай

Functional Area

Продажи
Job Type
Full time
Employment Type
Regolare (Direttore Vendite)
Shift Work
No

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