

(高级) 地区经理--零售

Job ID

REQ-10085583

авг 13, 2026

Китай

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Сводка

关于此角色：

在这个岗位上，您将负责甘肃、宁夏、青海、山西区域的零售相关业务管理，制定并推动业务计划落地，带领团队达成业务目标。您将深入理解公司策略与产品知识，维护并开发KOL客户，跟踪市场动态与业务数据，推动品牌策略和创新项目在区域内有效执行。该岗位需要与跨部门团队紧密协作，整合资源解决业务问题，并通过辅导、培训和赋能打造高绩效、高合规意识的团队。

About the Role

主要职责：

- 管理所覆盖区域的产品相关业务，包括制定业务计划、推动实施落地，并领导团队达成业务目标；
- 熟悉掌握公司策略及产品知识，开发并定期拜访KOL客户，持续跟踪市场动态及业务数据；
- 确保相关品牌策略、创新项目等在区域内有效执行，并根据业务进展推动优化；
- 积极联动公司跨部门团队，协调资源解决业务中的跨部门协作问题，建立长期紧密合作关系，保障目标达成及品牌战略发展；
- 参与团队辅导、培训与能力赋能，建立一支有凝聚力、竞争力及高合规意识的高绩效团队。

基本要求：

- 本科及以上学历；
- 具备较强的业务敏锐度及大客户管理能力；
- 拥有扎实的业务洞察及问题解决能力；
- 责任心强，自驱力高，能够持续推动团队业绩提升；
- 具备良好的跨团队协作能力与影响力。

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

Lanzhou (Gansu Province)

Company / Legal Entity

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

Alternative Location 1

Taiyuan (Shanxi Province), Китай

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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