

(高级) 商务经理

Job ID

REQ-10087448

сен 06, 2026

Китай

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Сводка

我们正在寻找一名（高级）商务经理。您的工作将优化经销渠道，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，加强外部合作，支持下沉市场的医院覆盖和新兴市场销售增长，扩大产品的患者可及性。这个岗位将直接向区域商务经理汇报。

About the Role

主要职责：

- 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；
- 通过定期拜访沟通和优势信息传递，提升诺华产品组合在经销商的经营策略中的优先级，确保经销商为诺华产品的销售配备足够资源
- 积极支持新兴市场目标医院的渠道准备工作，及时与经销商分享诺华各治疗领域的活动计划并从中寻找资源协同机会
- 积极协调经销商为诺华产品寻找高潜力医院，并探索业务解决方案
- 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

对多元化和包容性/平等就业机会的承诺：

诺华致力于为我们所服务的患者和社区建立一个优秀、包容的工作环境和多元化的团队。

基本要求：

- 大学本科及以上学历
- 良好的英语听说读写能力
- 3年以上制药行业相关经验，1年以上管理经验
- 出色的团队管理/领导能力。合规意识强

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

Suzhou (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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