NOVARTIS

Sales Supervisor

Job ID
REQ-10087507
Окт. 08, 2026
Гонконг
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Сводка

经验丰富的销售专业人员负责实现特定帐户的销售目标。负责为指定客户群制定和实施销售/业务计划，或实施特定的销售计划，以有效支持患者旅程并正确定位诺华及其品牌。

About the Role

Major Accountabilities

~ 负责推动指定客户的销售、推广和发展，实现商业目标
~ 制定客户发展战略，为分配的客户制定专门的 KAM 行动计划，调整客户目标并执行。
~ 与主要客户建立和发展长期关系。全面了解关键客户需求和要求。 通过不断提出满足其需求和目标的解决方案，扩大与现有客户的关系。
~ 领导战略和个人战术计划的制定，并在分析、未来潜力和账户所需的关键计划方面提供战略投入
~ 准备和谈判合同，并指导公司针对特定客户启动的举措
~ 根据商定的业务战术计划，独立组织客户活动和其他计划，或与营销/医疗部门合作
~ 协助利益干系人进行映射，包括细分和分析，为诺华 CRM 系统提供准确及时的数据。
~ 负责为指定的客户群制定和实施销售/业务计划。
~ 可以管理一些直接下属
~ 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

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Work Experience

~跨国公司的销售经验
~关键客户管理经验
~有团队管理经验者优先

Skills

~账户管理
~生物仿制药
~商机
~业务规划
~竞争情报
~CRM（客户关系管理）
~客户需求
~大客户管理
~市场占有率
~促销（营销）
~销售
~销售管理
~销售规划
~销售策略

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
Гонконг
Сайт
Hong Kong
Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma
Functional Area
Продажи
Job Type
Full time
Employment Type
正式（销售）
Shift Work
No

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