NOVARTIS

Region Manager

Job ID
REQ-10090280
Окт. 21, 2026
Китай

Сводка

Second Line Manager is leading a product portfolio through First Line Managers. Responsible for driving business priorities, customer engagement strategy, and capability development across their area of responsibility. Accountable for building high-performing teams and ensuring coordinated execution of key business initiatives.

二线经理（SLM）通过领导一线经理（FLM）团队，负责推动大区业务发展和组织目标达成。制定并推动客户互动策略落地，确保关键业务项目的协同执行和高质量客户互动。通过人才选拔、能力建设、人才发展及继任规划打造高绩效团队，营造诚信合规文化，并推动组织持续成长与变革。

About the Role

- Responsible for driving regional business objectives with strong execution and team management.
- Develop, implement, and monitor a customer-centric national business plan in collaboration with FLMs and cross-functional partners to optimize the customer experience
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- 负责大区业务管理，通过提升团队执行能力，和卓越之星，推动大区业务发展。
- 与跨职能团队紧密合作，制定、实施并持续优化客户互动策略和重点项目方案，优化客户体验。
- 按照公司要求及相关流程规定，及时报告与诺华产品相关的产品质量投诉、不良事件及特殊情况。

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
Beijing (Beijing)
Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
正式（销售经理）
Shift Work
No

无障碍及便利 设 施

诺华 承 诺 与残障人士共事并 为 他 们 提供合理的便利 设 施。如果您由于健康状况或残障 在招聘 过 程的任何 环 节 需要合理便利 设 施 或者 为 了履行 职 位的基本 职 能 请发 送 电 子 邮 件至 diversityandincl.china@novartis.com 告知您的需求和 联 系方式，并在 邮 件中附上您的 职 位申 请编 号。

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