NOVARTIS

(高级）医药代表/（资深）产品专员

Job ID
REQ-10090514
Окт. 22, 2026
Китай
可用于: 中文 | Русский | Deutsch | English | Español | Français | Italiano | 日本語 | Nederlands | Slovenščina | Türk

Сводка

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人，并建立深厚的关系，为客户和患者创造价值，以合规和合乎道德的方式推动销售增长。

About the Role

Major Accountabilities

~ 推动有竞争力的销售增长
~ 通过反映客户偏好、利用可用内容和多个互动渠道，为目标 HCP 个性化和编排客户互动旅程
~ 通过与 HCP 合作，为诺华建立长期的持续合作关系
~ 通过倾听客户的需求并了解他们的医疗保健环境，提供令人难忘的、以客户为中心的体验，超越临床差异化
~ 利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划
~ 持续与相关内部利益相关者分享客户见解，以支持与产品和适应症相关的内容、活动和互动计划的开发
~ 为客户和患者创造价值
~ 与跨职能团队合作，设计和实施解决方案，解决未满足的客户和患者需求
~ 以正直和诚实的态度行事，以透明和尊重的方式对待客户和同事，并有明确的意图。当面临道德困境时，做正确的事，当事情看起来不对劲时，就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

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Work Experience

~NA

Skills

~销售技巧
~客户洞察
~沟通技巧
~影响技能
~冲突管理
~谈判技巧
~技术技能
~账户管理
~跨职能协调
~医疗保健行业
~商业卓越
~伦理学
~合规

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
Китай
Сайт
Shenyang (Liaoning Province)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
正式（销售）
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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Apply to Job
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Apply to Job

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