NOVARTIS

Capability Building Manager - Area

Job ID
REQ-10090556
Окт. 21, 2026
Китай
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Сводка

-Has primary responsibility for the sales training strategy and sales training activities to reinforce goals and standards within existing teams and support the implementation of existing and new programmes, products and structures. Ensure continuous improvement of sales capabilities and call impact through systematic trainings by assessing capability level/brand knowledge across the sales teams. Develop an effective sales team through training and coaching or management of key commercial programmes

About the Role

Major accountabilities:

- Develop and implement training programs for entry level and experienced sales people including sales techniques, presentations, project and product applications information and roleplay.
- Provide materials and development support to sales teams for presentations at sales meetings.
- Design and deliver training to in areas as required to support Sales Plans
- To construct, with training colleagues, the national core programmes, and strategic and operational plans.
- To manage the training budget.
- Implement successful learning programmes to equip representatives with tools to launch products to Novartis standards.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

Key performance indicators:

- Improvement in sales capability nationally
- Actual training vs training plan

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
Guangzhou (Guangdong Province)
Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd
Functional Area
Продажи
Job Type
Full time
Employment Type
Regular
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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