

Hospital Access Manager

Job ID

REQ-10084171

июл 24, 2026

Китай

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Сводка

制定并完成区域内医院准入及安全运营，计划并实施品牌学术活动，支持公司业务目标达成，提升公司品牌影响力。

About the Role

具体工作内容：

- 负责区域目标医院准入目标达成，确保产品在院内的安全运营,支持不同的TA；
- 与目标医院建立长期的战略合作伙伴关系，进一步提升公司品牌影响力；
- 结合实际情况制定区域内目标医院客户合作计划，设计院企合作项目并执行落地；
- 负责关键客户的维护和服务，在重要城市为关键客户搭建有价值的学术平台；
- 收集并定期分析、分享区域内医院准入相关政策和行业信息，为区域HA管理层决策及行动提供支持；
- 参与相关技能、专业能力的培训，作为团队成员共同促进团队激发、求知、赋能以及合规文化的塑造；
- 熟悉诺华P3互动原则及相关制度，确保项目合规开展，践行诺华倡导的价值观和行为。

专业及综合能力要求：

- 熟悉了解医药卫生领域政策变化，具备良好的关键客户管理能力；
- 良好的人际沟通能力、区域管理能力和跨部门协作能力；
- 积极主动，有责任心，勇于接受挑战和承担压力；
- 良好的会议组织协调和平台项目搭建能力

相关岗位任职要求：

- 3年以上外资制药企业HA、高级销售经理经验者优先；
- 有核心市场准入经验优先

学历背景：

- 医学或药学相关专业教育背景

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

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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