

(高级) 地区经理

Job ID

REQ-10084915

июл 30, 2026

Китай

Disponibile in: Italiano | [Deutsch](#) | [English](#) | [Español](#) | [Français](#) | [日本語](#) | [Nederlands](#) | [Русский](#) | [Slovenščina](#) | [Türk](#) | 中文

Сводка

Il First Line Sales Manager (FLM) guida le prestazioni di vendita guidando un team commerciale diversificato e coinvolgendo i principali stakeholder per promuovere esperienze personalizzate per i clienti e fornire valore. Reclutano, sviluppano, trattengono e istruiscono le persone per raggiungere con successo gli obiettivi strategici e commerciali del territorio. Instillano una cultura di alte prestazioni e responsabilità che ispira e motiva il team a eseguire la strategia e le tattiche del marchio incentrate sul cliente in modo conforme ed etico. I responsabili FLM eseguono e seguono la strategia e le tattiche del marchio nelle loro regioni, condividendo informazioni sul campo al fine di promuovere il coinvolgimento e le prestazioni dei clienti.

About the Role

Major Accountabilities

~ Guidare e far crescere l'azienda

Key Performance Indicators

~Da compilare a livello locale, sulla base delle linee guida che seguiranno dai risultati dellIMI Field Engagement Performance Management Council.

Work Experience

~NA

Skills

~Leadership

~Gestione

~Comunicazione professionale

~Allenamento

~Tutoraggio

~Gestione delle modifiche

~Collaborazione

~Lavoro di gruppo

~Abilità analitica

~Capacità di problem solving

~Gestione della complessità

~Settore Sanitario

~Eccellenza Commerciale

~Etica

~Conformità

Language

Inglese

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

Jinan (Shandong Province)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Продажи

Job Type

Full time
Employment Type
Regolare (Direttore Vendite)
Shift Work
No

Job ID
REQ-10084915

(高级) 地区经理

[Apply to Job](#)
Job ID
REQ-10084915

(高级) 地区经理

[Apply to Job](#)

Source URL: <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-it-it>

List of links present in page

1. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-de-de>
2. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli>
3. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-es-es>
4. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-fr-fr>
5. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-ja-jp>
6. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-nl-nl>
7. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-ru-ru>
8. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-sl-si>
9. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-tr-tr>
10. <https://prod1.novartis.ru/careers/career-search/job/details/req-10084915-gaojidequjingli-zh-cn>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. https://www.novartis.com/sites/novartis_com/files/novartis-life-handbook.pdf
13. https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10084915
14. https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10084915