

## (高级地区经理

Job ID  
REQ-10011995

6月 21, 2024

China

### 摘要

一线销售经理 (FLM) 通过领导多元化的商业团队并与主要利益相关者互动来推动量身定制的客户体验并提供价值, 从而推动销售业绩。他们招募、培养、留住和指导个人, 以成功实现战略和商业区域目标。他们灌输了一种高绩效和问责制的文化, 激励和激励团队以合规和合乎道德的方式执行以客户为中心的品牌战略和战术。FLM领导执行和跟进其所在地区的品牌战略和战术, 分享现场见解, 以推动客户参与度和绩效。

### About the Role

Major Accountabilities

-领导和发展业务

Key Performance Indicators

根据 IMI 现场参与绩效管理委员会成果的指导,在地方一级进行填充。

## Work Experience

NA

## Skills

领导  
管理  
专业沟通  
辅导  
指导  
变更管理  
协作  
团队合作  
分析能力  
解决问题的能力  
复杂性管理  
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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

部门

International

Business Unit  
Innovative Medicines

地点  
China

站点  
Shanghai (Shanghai)

Company / Legal Entity  
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area  
Sales

Job Type  
Full time

Employment Type  
正式销售经理)

Shift Work  
No

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