

## Sales Representative - AH&GP (台南區)

Job ID  
REQ-10018950

8月 12, 2024

Taiwan

### 摘要

針對所負責的業務區域，依據市場狀況設計業務區域計劃，有效運用資源，並配合公司政策及行銷策略，確切執行達到業績目標，提高產品市場佔有率。發展並維護與客戶長期關係，有效傳達重要產品訊息。

### About the Role

#### Major Accountabilities

- 達成年度區域業績目標
- 規劃並執行區域業務計畫
- 訂定拜訪計劃並有效執行
- 提供客戶群詳實的產品資訊，並迅速反應客戶之意見及市場資訊
- 培養並建立與客戶間長期的伙伴關係
- 即時提供最新的競爭者資訊

- 與Marketing & Key Account Management 等相關部門做充份的溝通合作,並有效執行產品行銷計劃
- 收集並記錄與主要客戶相關資料,並即時更新,紀錄於公司指定業務系統
- 分析區域內產品表現與市場資料並向主管提報執行計劃
- 特殊的會議及教育訓練過程醫藥、產品、銷售訓練等有足夠的事前準備及事後練習
- 積極進藥及確保醫院目前所有使用品項
- 完成進藥及確保品項等工作
- 完成區域內之各項行銷活動
- 通過年度相關考核(產品訓練、銷售技巧、職能評估等)
- 遵循醫藥法規,重視品質並以高道德標準執行業務

## Education

- College graduate or above. Major in Life Science, Nursing, Pharmacy, Medical, Health Care, Chemistry, or Management related.

## Language

- Basic English in reading, writing and speaking.

## Experience

- At least 1-year working experience in Sales of pharmaceutical industry; Focus on disease area or therapeutic area is a plus.
- Demonstrate teamwork and willing to learn.
- Logical thinking process with strong business sense.
- Project excellence in demonstrating strong coordination, collaboration and quality execution.
- Achievement-motivated, resilient to take challenges, agile to changes or unknown.
- Good communication, presentation and interpersonal skills.

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>

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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  
Taiwan

站点  
Kao Hsiung

Company / Legal Entity  
TW03 (FCRS = TW003) Novartis (Taiwan) Co. Ltd

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regular (Sales)

Shift Work  
No

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