

## Hospital Access Manager

Job ID  
REQ-10035379

1月 07, 2025

China

### 摘要

制定并完成区域内医院准入, 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
- 岗位要求:位任职要求:

岗位要求:

- 3年以上外资制药企业HA、销售经理经验者优先;
- 医学或药学相关专业教育背景优先;

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部门

International

Business Unit

Innovative Medicines

地点  
China

站点  
Foshan (Guangdong Province)

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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