

## (高级) 大区经理

Job ID  
REQ-10029118  
Jan 04, 2025  
China

### Summary

关于此角色：

我们正在寻找一名（高级）大区经理。您的工作将监督、辅导与带领区域医药代表团队开展产品的学术推广，以及高效的跨部门合作以推动品牌战略在区域内的实施，最终让患者受益！这个岗位将直接向区域总监汇报。

### About the Role

主要职责：

- 在指定区域内管理一条或多条产品线的业务活动
- 制定区域业务战略/计划，跨部门合作协调以推进品牌策略在区域内的实施
- 监督、指导和管理区域内的（高级）地区经理和医药代表团队
- 以身作则、鼓励团队内部内的相互学习和辅导、提升下属辅导能力
- 参与（高级）地区经理和医药代表的选拔、招聘和培训/辅导工作
- 定期评估下属业绩，帮助他们制定个人发展计划
- 积极参与和推进合规项目，以身作则，传递合规文化。为下属提供相关的合规指导。遵守所覆盖或拜访的医疗机构颁布的与医药代表或医药企业相关人员有关的规章制度

对多元化和包容性/平等就业机会的承诺：

诺华致力于为我们所服务的患者和社区建立一个优秀、包容的工作环境和多元化的团队。

基本要求：

- 大学本科及以上学历
- 良好的英语听说读写能力
- 3年以上制药行业相关经验，1年以上管理经验
- 出色的团队管理/领导能力。合规意识强

为什么选择诺华：帮助患者及家属不仅需要创新科学，还需要一支包括你我他在内的充满智慧与激情的团队，大家相互协作、支持与激励。共同实现突破，改变患者的生活。一起共创更好的未来，你准备好了吗？

薪酬与福利：您可以前往诺华官网了解我们帮助您实现个人与职业发展的举措。

无障碍及便利设施：

诺华承诺与残障人士共事并为他们提供合理的便利设施。如果您由于健康状况或残障，在招聘过程的任何环节需要合理便利设施，或者为了履行职位的基本职能，请将您的相关需求告知我们的招聘经理。

**加入我们的诺华网络：**这不是您心仪的职位？欢迎加入诺华人才社区，与我们保持联系，及时了解合适的职业机会。您也可以关注诺华招聘社交媒体账号。

**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>

Division

International

Business Unit

Universal Hierarchy Node

Location

China

Site

Guangzhou (Guangdong Province)

Company / Legal Entity

CN27 (FCRS = CN027) Novartis Pharmaceutical Technology Zhejiang Co., Ltd.

Functional Area

Sales

Job Type

Full time

Employment Type

Regular (Sales)

Shift Work

No

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## **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](mailto: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.

Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.

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