

(高级医药代表 / 资深产品专员)

Job ID
REQ-10053461

May 27, 2025

China

Summary

First Line Sales Manager (FLM) spodbuja prodajno uspešnost z vodenjem raznolike komercialne ekipe in sodelovanjem s ključnimi deležniki za spodbujanje prilagojenih uporabniških izkušenj in zagotavljanje vrednosti. Zaposlujejo, razvijajo, zadržujejo in usposablajo posameznike za uspešno doseganje strateških in komercialnih ciljev. Vnašajo kulturo visoke učinkovitosti in odgovornosti, ki navdihuje in motivira ekipo, da skladno in etično izvaja strategijo in taktike blagovne znamke, osredotočene na stranke. Vodje podjetja FLM izvajajo in spremljajo strategijo in taktike blagovne znamke v svojih regijah ter si izmenjujejo vpogled v teren, da bi spodbudile sodelovanje strank in uspešnost.

About the Role

Major Accountabilities

–Vodite in širite podjetje

Key Performance Indicators

Biti poseljen na lokalni ravni na podlagi smernic, ki bodo izhajale iz rezultatov upravljanja uspešnosti IMI Field Engagement Performance Management.

Work Experience

NA

Skills

Vodstvo

Menedžment

Strokovno komuniciranje

Coaching

Mentorstvo

Spremeni nadzor

Sodelovanje

Finansko delo

Analitične spretnosti

Spretnost reševanja problemov

Upravljanje kompleksnosti

Zdravstveni sektor

Komercialna odličnost

Etika

Skladnost

Language

Angleščina

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>

部門
International

部門
Innovative Medicines

国
China

勤務地
Ningbo (Zhejiang Province)

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

Functional Area
Sales

職種
Full time

雇用形態
Redni sodelavec (prodaja)

Shift Work
No

[Apply to Job.](#)



Job ID
REQ-10053461

(高级医药代表 / 资深产品专员)

[Apply to Job.](#)

Source URL:

<https://prod1.novartis.com/jp-ja/careers/career-search/job/details/req-10053461-gaojiyiyaodaibiao-zishenchanpinzhuanyuan-sl-si>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://novartis.wd3.myworkdayjobs.com/sl-SI/NovartisCareers/job/Ningbo-Zhejiang-Province/XMLNAME-----REQ-10053461-2>
5. <https://novartis.wd3.myworkdayjobs.com/sl-SI/NovartisCareers/job/Ningbo-Zhejiang-Province/XMLNAME-----REQ-10053461-2>