

## (高级地区经理

Job ID  
REQ-10011995

6月 21, 2024

China

### 摘要

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

Menadžment

Strokovno komuniciranje

Coaching

Mentorstvo

Spremeni nadzor

Sodelovanje

Finansno delo

Analitične spretnosti

Spretnost reševanja problemov

Upravljanje kompleksnosti

Zdravstveni sektor

Komercialna odličnost

Etika

Skladnost

## Language

Angleščina

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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  
Redni sodelavec (vodja prodaje)

Shift Work  
No

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