DM

Job ID
REQ-10016248

7月 18, 2024

China

摘要

First Line Sales Manager (FLM) spodbuja prodajno uspe š nost z vodenjem raznolike komercialne ekipe in sodelovanjem s klju č nimi dele ž niki za spodbujanje prilagojenih uporabni š kih izku š enj in zagotavljanje vrednosti. Zaposlujejo, razvijajo, zadr ž ujejo in usposabljajo posameznike za uspe š no doseganje strate š kih in komercialnih ciljev. Vna š ajo kulturo visoke u č inkovitosti in odgovornosti, ki navdihuje in motivira ekipo, da skladno in eti č no izvaja strategijo in taktike blagovne znamke, osredoto č ene na stranke. Vodje podjetja FLM izvajajo in spremljajo strategijo in taktike blagovne znamke v svojih regijah ter si izmenjujejo vpoglede v teren, da bi spodbudile sodelovanje strank in uspe š nost.

About the Role

Major Accountabilities

-Vodite in š irite podjetje

Key Performance Indicators

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

Work Experience

NA

Skills

Vodstvo
Mened ž ment
Strokovno komuniciranje
Coaching
Mentorstvo
Spremeni nadzor
Sodelovanje
Timsko delo
Analiti č ne spretnosti
Spretnost re š evanja problemov
Upravljanje kompleksnosti
Zdravstveni sektor
Komercialna odli č nost
Etika
Skladnost

Language

Angle š č ina

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部门
International

Business Unit
Innovative Medicines

地点
China

站点
Fuzhou (Fujian Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Redni sodelavec

Shift Work
No

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