

## Area Training Manager

Job ID  
REQ-10035532

1月 05, 2025

China

### 摘要

-Has primary responsibility for the sales training strategy and sales training activities to reinforce goals and standards within existing teams and support the implementation of existing and new programmes, products and structures. Ensure continuous improvement of sales capabilities and call impact through systematic trainings by assessing capability level/brand knowledge across the sales teams. Develop an effective sales team through training and coaching or management of key commercial programmes

### About the Role

JTBD:

- lead team to Identify regional capability cap and learning needs
- lead team to drive FF upskilling leverage kinds of learning solution, including learning course/AI

assessment tool

- lead team to achieve FF learning goal and feedback FF learning experience and engage design team to optimize the learning solutions
- lead regional learning project and execute the central learning program.
- Lead the digital transformation on training solutions,
- Collaborate and engage with FF leaders to be a sponsor for learning program
- Partner with X-function to develop and integrate training resources which reinforce and strengthen adherence to relevant processes and procedures.
- Support to course design by best practices of FF
- Empower trainers through continuous check-in and feedback in EVOLVE for coaching to unleash trainer ' s potential.

Key Experience & Success Profile:

- More than 3 years ' experience of FLM; SLM is a plus.
- More than 2 years ' experience of course design, deliver
- More than 2 years ' experience of learning deliver by online
- Strong communication and influencing skills.
- Curious about new things, customer focused, and agile to change.

Why Novartis: Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

<https://www.novartis.com/about/strategy/people-and-culture>

You ' ll Receive: You can find everything you need to know about our benefits and rewards in the Novartis Life Handbook. <https://www.novartis.com/careers/benefits-rewards>

Commitment to Diversity and Inclusion / EEO:

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

#### 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.

Join our Novartis Network: If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here: <https://talentnetwork.novartis.com/network>. You can follow us via Novartis Group Recruitment WeChat Official Account and Novartis Group WeChat Video Account.

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  
Regular

Shift Work  
No

[Apply to Job](#)

## 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.



Job ID  
REQ-10035532

Area Training Manager

[Apply to Job](#)

---

Source URL:

<https://prod1.novartis.com.cn/careers/career-search/job/details/req-10035532-area-training-manager>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/about/strategy/people-and-culture>
3. <https://www.novartis.com/careers/benefits-rewards>

4. <https://talentnetwork.novartis.com/network>
5. <https://www.novartis.com/about/strategy/people-and-culture>
6. <https://talentnetwork.novartis.com/network>
7. <https://www.novartis.com/careers/benefits-rewards>
8. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10035532>
9. <mailto:diversityandincl.china@novartis.com>
10. <https://platform.moseeker.com/m/customize/page/novartis?jobnumber=REQ-10035532>