

## (高级医药代表 / 资深产品专员)

Job ID  
REQ-10081093

6月 23, 2026

China

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### 摘要

Sat ı ř Temsilcisi, m ü ř teri etkile ř imlerimizin ve sat ı ř performans ı m ı z ı n ö nde gelen itici gü c ü M ü ř teri deneyimi yakla ř ı m ı m ı z ı n y ü z ü d ü rler ve uyumlu ve etik bir ř ekilde sat ı ř b ü y ü mes i ç in m ü ř teriler ve hastalar i ç in de ğ er sa ğ layan derin ili ř kiler kurarlar.

### About the Role

#### Major Accountabilities

- Rekabet ç i Sat ı ř B ü y ü mesi Sa ğ lay ı n
- M ü ř teri tercihlerini yans ı tarak, mevcut i ç erikten ve birden fazla etkile ř im kanal ı ndan yararlanarak hedef HCP'ler i ç in m ü ř teri etkile ř imi yolculuklar ı n ı ki ř iselle ř tirin ve d ü zenleyin

~Novartis i  in zaman i  inde s ü rd ü r ü lebilir bir i Ŗ birli ğ i geli Ŗ tirmek amac ı yla HCP'lerle ortakl ı k kura  
kat ı l ı m sa ğ lay ı n  
~İ htiya  lar ı n ı dinleyerek ve sa ğ l ı k hizmeti ortamlar ı n ı anlayarak klinik farkl ı la Ŗ man ı n ö tesin  
unutulmaz, m ü Ŗ teri odakl ı deneyimler sunun  
~İ lgili b ö lge, hesap ve m ü Ŗ teri etkile Ŗ im planlar ı n ı olu Ŗ turmak, dinamik olarak ö nceliklendirmek ve  
ayarlamak i  in mevcut veri kaynaklar ı ndan yararlan ı n  
~Ü r ü n ve endikasyonla ilgili i  eriklerin, kampanyalar ı n ve etkile Ŗ im planlar ı n ı n geli Ŗ tirilmesini  
desteklemek i  in m ü Ŗ teri i  g ö r ü lerini ilgili i  payda Ŗ larla s ü rekli olarak payla Ŗ ı n  
~M ü Ŗ terilere ve Hastalara De ğ er Kat ı n  
~Kar Ŗ ı lanmam ı Ŗ m ü Ŗ teri ve hasta ihtiya  lar ı n ı kar Ŗ ı layan  ö z ü mler tasarlamak ve uygulam  
i Ŗ levler aras ı ekiplerle uyumlu bir Ŗ ekilde i Ŗ birli ğ i yap ı n  
~M ü Ŗ terilere ve i Ŗ arkada Ŗ lar ı na Ŗ effaf ve sayg ı l ı bir Ŗ ekilde a  ı k bir niyetle davranarak do ğ ru  
d ü r ü stl ü kle hareket edin. Etik ikilemlerle kar Ŗ ı la Ŗ t ı ğ ı n ı zda, do ğ ru olan ı yap ı n ve i Ŗ ler do ğ  
g ö r ü nmedi ğ inde konu Ŗ un. Novartis Etik Kurallar ı , De ğ erler ve Davran ı Ŗ lar Kurallar ı 'na g ö re ya Ŗ

## Key Performance Indicators

Sat ı Ŗ Temsilcisi, m ü Ŗ teri etkile Ŗ imlerimizin ve sat ı Ŗ performans ı m ı z ı n ö nde gelen itici g ü c ü  
M ü Ŗ teri deneyimi yakla Ŗ ı m ı m ı z ı n y ü z ü d ü rler ve uyumlu ve etik bir Ŗ ekilde sat ı Ŗ b ü y ü mes  
i  in m ü Ŗ teriler ve hastalar i  in de ğ er sa ğ layan derin ili Ŗ kiler kurarlar.

## Work Experience

NA

## Skills

Sat ı Ŗ Becerileri  
M ü Ŗ teri G ö r ü Ŗ leri  
~İ leti Ŗ im Becerileri  
Etkileme Becerileri  
 at ı Ŗ ma Y ö netimi  
M ü zakere Becerileri  
Teknik Beceriler  
Hesap Y ö netimi  
Fonksiyonlar Aras ı Koordinasyon  
Sa ğ l ı k Sekt ö r ü  
Ficari M ü kemmellik  
Etik  
Uyma

## Language

İ ngilizce

**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>

**Benefits and Rewards:** Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门  
International

Business Unit  
Sales

地点  
China

站点  
Hefei (Anhui Province)

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

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Kadrolu (Sat ı ş )

Shift Work  
No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a71dc9c94719499918240", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }

```

```

// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise .then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }

```

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