

Hospital Access Field Lead

Job ID
REQ-10082699

7月 02, 2026

China

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摘要

在关键账户管理职能方面经验丰富的管理者, 负责商定指定账户的目标。
主要负责目标账户内的关键利益相关者关系, 通过创建和执行账户业务计划, 深入了解个人客户需求, 并为诺华和客户确定互惠互利的解决方案。
可能负责领导较小国家/地区的关键帐户功能

About the Role

Major Accountabilities

负责所有指定的主要客户; 根据目标和客户需求制定特定产品战略和产品组合战略; 将客户战略与销售、营销、患者用药可及性、医疗和管理护理等其他关键职能相结合, 确保提供跨职能部门的资源和

- 支持。
- 向所负责的主要客户传达客户计划和所需的财务信息,与其他职能部门例如初级护理和专业销售、营销部门等的同事合作,完成客户销售任务。
- 负责与职位或业务单位相关的特定客户群的合同优化、客户接触和报销。
- 与指定的主要客户进行谈判,签订合同,推广产品,进行药品目录管理
- 根据对客户组织、结构、业务战略和优先级的深刻理解,制定并实施旨在与客户建立长期关系的计划
- 根据对客户组织、结构、业务战略和优先级的深刻理解,与指定主要客户建立并维持长期关系。
- 领导跨职能部门客户团队和分配的其他资源,制定和交付客户业务计划。担任其他主要客户经理的导师,分析订立合约的最佳做法、客户计划的制定与执行、产品/疾病知识、客户细分和医疗环境与规章制度。
- 将客户洞察和客户相关活动传达给内部利益相关方,与他们合作,发现指定客户的业务机会。
- 在区域级的谈判中发挥关键作用,为团队提供战略信息和支持(如适用)
- 可能要负责领导国家/地区的招标业务和团队,协调地方/区域各级的所有相关活动和利益相关方。
- 收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况
- 营销样本的分发(适用)

Key Performance Indicators

指定客户的销售收入和收入增长
组合与战略客户开发

Work Experience

强大的跨职能领导力
有丰富的客户管理经验
强烈的客户导向

Skills

5G技术
账户管理
B2B(企业对企业)
B2B销售
建筑施工
C(编程语言)
协作
CRM(客户关系管理)
客户关怀
客户体验
客户营销
多元化与包容性
整合营销
互联网
大客户管理
市场开发
销售策略
小型企业
窗户
无线通信

Language

英语

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

Tianjin (Tianjin)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

Sales

Job Type

Full time

Employment Type
正式销售经理)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9c83f76ea89285380749", 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 kaltura_data_layer.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) }
```

无障碍及便利 设施

诺华 承 诺 与残障人士共事并 为 他 们 提供合理的便利 设施。如果您由于健康状况或残障 在招聘 过程 的任何 环 节 需要合理便利 设施 或者 为 了履行 职 位的基本 职 能 请发 送 电 子 邮 件至 diversityandincl.china@novartis.com 告知您的需求和 联 系方式, 并在 邮 件中附上您的 职 位申 请编 号。

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