

Hospital Access Field Lead

Job ID
REQ-10082699

7月 02, 2026

China

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摘要

带领团队负责天津,河北医院准入和安全运营工作

About the Role

具体工作内容：

- 了解辖区内目标医院的发展现状、发展规划,以及药品管理的相关要求,带领团队执行部门制定的大客户管理及计划,与区域内医院管理者建立强有力的联系;
- 作为公司与医院管理者联系的纽带,传递诺华发展规划以及诺华产品价值和患者获益,利用领域专业知识和解决方案满足医疗机构学术需求;
- 根据关键产品医院准入和安全运营的策略,带领团队制定行动计划,并开展高质量的内外部协

作从而达成目标,持续提高诺华产品的患者可及性;

- 整合区域资源,建立以一个诺华为整体的与区域内医疗机构及重要学术机构的合作,促进医疗机构医院管理或疾病治疗水平提升,实现诺华与医疗卫生体系的共赢;
- 熟悉了解医疗卫生体系发展动向,系统获取客户和同行见解,识别区域市场机会和挑战以支持公司业务目标达成;
- 支持公司招标挂网、
报销准入、商业配送等工作顺畅进行,积极参与区域LLB帮助公司在快速变化的外部环境下快速响应,最大化支持一线业务;
- 甄选、激励并保留人才,带领团队不断提升专业技能,与跨部门团队紧密合作,打造专业卓越的团队,推动发展;
- 以诺华价值观和行为为导向,建立激发、求知、赋能以及合规的团队文化。

专业及综合能力要求:

- 对医药卫生领域政策趋势和区域医院管理客户有深入了解和洞察
- 有良好的计划及执行能力
- 良好的人际沟通能力、团队领导力和跨部门影响力,丰富的二线管理经验
- 积极主动,满怀激情,勇于接受挑战和承担压力
- 医药相关教育背景优先

相关工作经验要求:

- 10年以上外资制药企业工作经验
- 有5年以上大客户大区经理或销售大区经理有抗生素,VBP产品,或者肿瘤药经验者优先

学历背景:

- 医药、市场营销、公共事务等领域大学本科及以上学历

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
Regular (Sales Manager)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9a5d2a6c4b3573906061", 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:
```

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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) }

```

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 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

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