

(高级) 大区经理

Job ID
REQ-10082947

7月 07, 2026

China

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摘要

Le directeur des ventes de deuxième ligne (SLM) stimule la performance des ventes en dirigeant une équipe de directeurs des ventes de première ligne (FLM) dans l'exécution d'expériences client personnalisées qui créent de la valeur et établissent Novartis comme un partenaire de choix. Ils sont responsables de la création et de la mise en œuvre de la stratégie nationale d'engagement des clients commerciaux d'une manière conforme et éthique. travailler de manière interfonctionnelle pour s'harmoniser avec les stratégies médicales et d'accès afin d'assurer une approche cohérente et collaborative. Grâce à l'acquisition de talents, au perfectionnement et à la planification de la relève, le SLM met sur pied des équipes diversifiées et de premier ordre, et il est chargé d'inculquer une culture d'intégrité. Ils jouent un rôle déterminant dans l'apport de changements organisationnels substantiels et durables

About the Role

Major Accountabilities

~Diriger et d é velopper l ’ entreprise
~É laborer, mettre en œuvre et surveiller un plan d ’ affaires national ax é sur le client en collaboration avec les gestionnaires de plans d ’ affaires et les partenaires interfonctionnels afin d ’ optimiser l ’ exp é rience client.

Key Performance Indicators

Le directeur des ventes de deuxi è me ligne (SLM) stimule la performance des ventes en dirigeant une é quipe de directeurs des ventes de premi è re ligne (FLM) dans l ’ ex é cution d ’ exp é riences client personnalis é es qui cr é ent de la valeur et é tablissent Novartis comme un partenaire de choix. Ils sont responsables de la cr é ation et de la mise en œuvre de la strat é gie nationale d ’ engagement des clients commerciaux d ’ une mani è re conforme et é thique. travailler de mani è re interfonctionnelle pour s ’ harmoniser avec les strat é gies m é dicales et d ’ acc è s afin d ’ assurer une approche coh é rente et collaborative. Gr â ce à l ’ acquisition de talents, au perfectionnement et à la planification de la rel è ve, le SLM met sur pied des é quipes diversifi é es et de premier ordre, et il est charg é d ’ inculquer une culture d ’ int é grit é . Ils jouent un r ô le d é terminant dans l ’ apport de changements organisationnels substantiels et durables

Work Experience

NA

Skills

Leadership
Gestion
Communication professionnelle
Comp é tences d'influence
Coaching
Mentorat
Gestion du changement
Collaboration
Travail d ’ é quipe
Comp é tences analytiques
Comp é tences en r é solution de probl è mes
Gestion de la complexit é
Litt é ratie financi è re
Secteur de la sant é
Excellence commerciale
É thique
Conformit é

Language

Anglais

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

Shenyang (Liaoning Province)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

CDI (Responsable des ventes)

Shift Work

No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a728dcae35cb521265484", 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_datalayer.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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