

## (高级地区经理

Job ID  
REQ-10083542

7月 16, 2026

China

Disponibile in: Italiano | [Deutsch](#) | [Español](#) | [Français](#) | [Português](#) | [한국어](#) | [中文](#) | [English](#) | [日本語](#) | [Nederlands](#) | [Slovenščina](#)

### 摘要

Il First Line Sales Manager (FLM) guida le prestazioni di vendita guidando un team commerciale diversificato e coinvolgendo i principali stakeholder per promuovere esperienze personalizzate per i clienti e fornire valore. Reclutano, sviluppano, trattengono e istruiscono le persone per raggiungere con successo gli obiettivi strategici e commerciali del territorio. Instillano una cultura di alte prestazioni e responsabilità che ispira e motiva il team a eseguire la strategia e le tattiche del marchio incentrate sul cliente in modo conforme ed etico. I responsabili FLM eseguono e seguono la strategia e le tattiche del marchio nelle loro regioni, condividendo informazioni sul campo al fine di promuovere il coinvolgimento e le prestazioni dei clienti.

### About the Role

## Major Accountabilities

-Guidare e far crescere l'azienda

## Key Performance Indicators

Da compilare a livello locale, sulla base delle linee guida che seguiranno dai risultati dellIMI Field Engagement Performance Management Council.

## Work Experience

NA

## Skills

Leadership

Gestione

Comunicazione professionale

Allenamento

Tutoraggio

Gestione delle modifiche

Collaborazione

Lavoro di gruppo

Abilità analitica

Capacità di problem solving

Gestione della complessità

Settore Sanitario

Eccellenza Commerciale

Etica

Conformità

## Language

Inglese

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  
Weifang (Shandong Province)

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

Alternative Location 1  
Other (China) (Sandoz), China

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regolare (Direttore Vendite)

Shift Work  
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a74635a9bfd7322523870", 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) }

```

(高级地区经理

[Apply to Job](#)



Job ID  
REQ-10083542

## (高级地区经理

[Apply to Job](#)

---

Source URL:

<https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-it-it>

List of links present in page

1. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-de-de>
2. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-es-es>
3. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-fr-fr>
4. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-ru-ru>
5. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-tr-tr>
6. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-zh-cn>
7. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli>
8. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-ja-jp>
9. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-nl-nl>
10. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10083542-gaojidequjingli-sl-si>
11. <https://www.novartis.com/about/strategy/people-and-culture>
12. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
13. [https://platform.moseeker.com/m/customize/page/novartis?job\\_number=REQ-10083542](https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10083542)
14. [https://platform.moseeker.com/m/customize/page/novartis?job\\_number=REQ-10083542](https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10083542)