

## (高级地区经理

Job ID  
REQ-10084915

9月 04, 2026

China

Verf ü gbar in Deutsch | [Sloven š č ina](#) | [English](#) | [Espa ñ ol](#) | [Fran ç ais](#) | [Italiano](#) | [日本語](#) | [Nederlands](#) | [P y c c](#) | [한국어](#) | [中文](#)

### 摘要

Der First Line Sales Manager (FLM) steigert die Vertriebsleistung, indem er ein vielf ä ltiges Vertriebsteam leitet und mit wichtigen Stakeholdern zusammenarbeitet, um maß geschneiderte Kundenerlebnisse zu schaffen und einen Mehrwert zu schaffen. Sie rekrutieren, entwickeln, binden und coachen Mitarbeiter, um strategische und kommerzielle Gebietsziele erfolgreich zu erreichen. Sie vermitteln eine Kultur der hohen Leistung und Verantwortlichkeit, die das Team inspiriert und motiviert, kundenorientierte Markenstrategien und -taktiken auf konforme und ethische Weise umzusetzen. Die FLM-Leiter setzen die Markenstrategie und -taktik in ihren Regionen um und verfolgen sie und teilen Erkenntnisse vor Ort, um die Kundenbindung und -leistung zu steigern.

### About the Role

## Major Accountabilities

Führen und Erweitern des Unternehmens

## Key Performance Indicators

Zu befüllen auf lokaler Ebene, basierend auf den Leitlinien, die sich aus den Ergebnissen des IMI Field Engagement Performance Management Council ergeben werden.

## Work Experience

NA

## Skills

Leitung  
Management  
Professionelle Kommunikation  
Coaching  
Mentoring  
Veränderungsmanagement  
Zusammenarbeit  
Teamarbeit  
Analytische Fähigkeiten  
Problemlösungsfähigkeiten  
Komplexitätsmanagement  
Gesundheitswesen  
Kommerzielle Exzellenz  
Ethik  
Beachtung

## Language

Englisch

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  
Jinan (Shandong Province)

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

Functional Area  
Sales

Job Type  
Full time

Employment Type  
Regul ä r (Au ß endienstleiter\*in)

Shift Work  
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9cd3105a499784341607", 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) }
```

Job ID  
REQ-10084915

(高级地区经理

[Apply to Job](#)



Job ID  
REQ-10084915

(高级地区经理

---

Source URL:

<https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-de-de>

## List of links present in page

1. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-sl-si>
2. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli>
3. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-es-es>
4. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-fr-fr>
5. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-it-it>
6. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-ja-jp>
7. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-nl-nl>
8. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-ru-ru>
9. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-tr-tr>
10. <https://prod1.novartis.com.cn/careers/career-search/job/details/req-10084915-gaojidequjingli-zh-cn>
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-10084915](https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10084915)
14. [https://platform.moseeker.com/m/customize/page/novartis?job\\_number=REQ-10084915](https://platform.moseeker.com/m/customize/page/novartis?job_number=REQ-10084915)