

(高级地区经理--零售

Job ID
REQ-10085583

8月 13, 2026

China

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摘要

关于此角色：

在这个岗位上, 您将负责甘肃、宁夏、青海、山西区域的零售相关业务管理, 制定并推动业务计划落地, 带领团队达成业务目标。

您将深入理解公司策略与产品知识, 维护并开发KOL客户, 跟踪市场动态与业务数据, 推动品牌策略和创新项目在区域内有效执行。

该岗位需要与跨部门团队紧密协作, 整合资源解决业务问题, 并通过辅导、培训和赋能打造高绩效、高合规意识的团队。

About the Role

主要职责：

- 管理所覆盖区域的产品相关业务, 包括制定业务计划、推动实施落地, 并领导团队达成业务目标;
- 熟悉掌握公司策略及产品知识, 开发并定期拜访KOL客户, 持续跟踪市场动态及业务数据;
- 确保相关品牌策略、创新项目等在区域内有效执行, 并根据业务进展推动优化;
- 积极联动公司跨部门团队, 协调资源解决业务中的跨部门协作问题, 建立长期紧密合作关系, 保障目标达成及品牌战略发展;
- 参与团队辅导、培训与能力赋能, 建立一支有凝聚力、竞争力及高合规意识的高绩效团队。

基本要求：

- 本科及以上学历;
- 具备较强的业务敏锐度及大客户管理能力;
- 拥有扎实的业务洞察及问题解决能力;
- 责任心强, 自驱力高, 能够持续推动团队业绩提升;
- 具备良好的跨团队协作能力与影响力。

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
Lanzhou (Gansu Province)

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

Alternative Location 1
Taiyuan (Shanxi Province), China

Functional Area
Sales

Job Type
Full time

Employment Type
Regular (Sales Manager)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6a9bcb04f3715679261075", 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) }
```

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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