

## (高级商务经理

Job ID

REQ-10087448

9月 06, 2026

China

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### 摘要

负责地方一级的关键账户管理,通常管理一个小团队或管理特定帐户/关系。管理与关键账户的业务关系和活动,以培养和扩展关系并获取销售目标。发展和维持与客户内主要利益相关者的关系,深入了解客户对患者的挑战,并确定增强患者护理的解决方案。

### About the Role

#### Major Accountabilities

- 负责推动指定客户的销售、推广和发展,实现商业目标
- 制定客户发展战略,为分配的客户制定专门的 KAM 行动计划,调整客户目标并执行。
- 领导战略和个人战术计划的制定,并在分析、未来潜力和账户所需的关键计划方面提供战略投入

- 准备和谈判合同,并指导公司针对特定客户启动的举措
- 分析市场情况,包括关键客户和主要竞争对手的竞争情报活动
- 根据商定的业务战术计划,独立组织客户活动和其他计划,或与营销/医疗部门合作
- 协助利益干系人进行映射,包括细分和分析,并为诺华 CRM 系统提供准确及时的数据。
- 负责推动销售运营计划,并实现组织自身的商定销售和更广泛的绩效目标。
- 通过培训、辅导或管理关键商业计划,培养有效的销售团队
- 收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况
- 营销样本的分发适用)

## Key Performance Indicators

负责本地级的关键客户管理,通常管理一个小团队或管理特定客户/关系。管理与关键客户的业务关系和活动,以促进和扩展关系并获取销售目标。与客户中的关键利益相关者发展和维护关系,深入了解客户对患者面临的挑战,并找出可增强患者护理的解决方案。

## Work Experience

处理质量指标和问题  
临床试验设计、数据审查和报告  
创新和分析技术

## Skills

账户管理  
薪酬管理(员工)  
计算机编程  
化妆品  
CRM(客户关系管理)  
客户关怀  
现场销售  
大客户管理  
销售  
多任务处理技能  
办公室行政管理  
患者护理  
采购  
促销(营销)  
销售  
销售运营  
战略领导力  
支持服务

## Language

英语

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  
Suzhou (Jiangsu Province)

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

Functional Area  
Sales

Job Type  
Full time

Employment Type  
正式销售经理 )

Shift Work  
No

```

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6aab32d9242e0694465748", 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) }

```

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诺华 承 诺 与残障人士共事并 为 他 们 提供合理的便利 设 施。如果您由于健康状况或残障 在招聘 过  
程的任何 环 节 需要合理便利 设 施 或者 为 了履行 职 位的基本 职 能 请发 送 电 子 邮 件至  
[diversityandincl.china@novartis.com](mailto:diversityandincl.china@novartis.com) 告知您的需求和 联 系方式,并在 邮 件中附上您的 职 位申 请编  
号。

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