NOVARTIS

Sales Supervisor

Job ID
REQ-10087507

十月 08, 2026

Hong Kong Special Administrative Region, China

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摘要

Professionnels de la vente exp é riment é s responsables de l ' atteinte des objectifs de vente pour un ou plusieurs comptes sp é cifiques. Responsable de l ' é tablissement et de la mise en œuvre d ' un plan de vente et d ' affaires pour une client è le d é sign é e ou de la mise en œuvre d ' un programme de vente sp é cifique pour soutenir efficacement le parcours du patient et positionner correctement Novartis et ses marques.

About the Role

Major Accountabilities

-Responsable de la conduite des ventes, de la promotion et du d é veloppement dans les comptes

d é sign é s pour atteindre les objectifs commerciaux
~É laborer une strat é gie de d é veloppement client, des plans d ' action KAM d é di é s pour les comptes attribu é s, s ' aligne sur les objectifs du compte et ex é cute.
~É tablir et d é velopper des relations à long terme avec des clients cl é s. Acqu é rir une compr é hension approfondie des besoins et des exigences cl é s des clients. D é veloppez les relations avec les clients existants en proposant continuellement des solutions qui r é pondent à leurs besoins et objectifs.
~Diriger la pr é paration des strat é gies et des plans tactiques individuels et donner une contribution strat é gique en termes d ' analyse, de potentiel futur et de programmes cl é s requis pour les comptes
~Pr é parer et n é gocier des contrats et orienter les initiatives lanc é es par l ' entreprise pour cibler un compte particulier
~Organiser des é v é nements clients et d ' autres programmes ind é pendamment ou avec le d é partement marketing/m é dical, conform é ment aux plans tactiques d ' affaires convenus
~Contribuer à la cartographie des parties prenantes, y compris la segmentation et le profilage , fournir des donn é es pr é cises et opportunes pour le syst è me de CRM de Novartis.
~Responsable de l ' é tablissement et de la mise en œuvre d ' un plan de vente/d ' affaires pour une client è le d é sign é e.
~Peut g é rer quelques rapports directs
~D é claration des plaintes techniques / é v é nements ind é sirables / sc é narios de cas particuliers li é s aux produits Novartis dans les 24 heures suivant leur r é ception
~Distribution d ' é chantillons de commercialisation (le cas é ch é ant)

Key Performance Indicators

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Work Experience

Exp é rience de vente dans des soci é t é s multinationales
Exp é rience en gestion de grands comptes
Une exp é rience en gestion d' é quipe est pr é f é rable

Skills

Gestion de compte
M é dicaments biosimilaires
Opportunit é s d'affaires
Planification d'entreprise
Veille concurrentielle
CRM (Gestion de la Relation Client)
Exigences du client
Gestion des Grands Comptes
Part de march é
Promotion (Marketing)
Ventes
Gestion des ventes
Planification des ventes

Strat é gie de vente

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
Hong Kong Special Administrative Region, China

站点
Hong Kong

Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma

Functional Area
Sales

Job Type
Full time

Employment Type
CDI (Ventes)

Shift Work
No

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