Sales Supervisor

Job ID
REQ-10087507

十月 08, 2026

Hong Kong Special Administrative Region, China

Na voljo v: Sloven š č ina | Р у с с к и й | Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | T ü rk | 中文

摘要

Izku š eni prodajni strokovnjaki, odgovorni za doseganje prodajnih ciljev za dolo č en ra č un(-e). Odgovoren za vzpostavitev in izvajanje prodajnega/poslovnega na č rta za dolo č eno bazo strank ali izvajanje posebnega prodajnega programa za u č inkovito podporo potovanju pacienta in pravilno pozicioniranje Novartis in njegovih blagovnih znamk.

About the Role

Major Accountabilities

-Odgovorna za prodajo, promocijo in razvoj v dolo č enih ra č unovodskih izkazih za doseganje poslovnih ciljev

~Razviti strategijo razvoja strank, namenske akcijske na č rte KAM za dodeljene ra č une, poravnati cilje in izvedbe ra č unov.
~Vzpostavljanje in razvoj dolgoro č nih odnosov s klju č nimi strankami. Pridobite temeljito razumevanje klju č nih potreb in zahtev strank. Raz š irite odnose z obstoje č imi strankami tako, da nenehno predlagate re š itve, ki ustrezajo njihovim potrebam in ciljem.
~Vodijo pripravo strategij in posameznih takti č nih na č rtov ter dajejo strate š ke vlo ž ke v smislu analiz, prihodnjih potencialov in klju č nih programov, potrebnih za ra č une
~Pripraviti in se pogajati o pogodbah ter usmerjati pobude, ki jih podjetje spro ž i za ciljanje na dolo č en ra č un
~Organizirajte dogodke strank in druge programe neodvisno ali s tr ž enjem/medicinskim oddelkom, v skladu z dogovorjenimi poslovnimi takti č nimi na č rti
~Prispevati k kartiranju zainteresiranih strani, vklju č no s segmentacijo in profiliranjem & zagotoviti to č ne in pravo č asno podatke za sistem Novartis CRM.
~Odgovoren za vzpostavitev in izvajanje prodajnega/poslovnega na č rta za dolo č eno bazo strank.
~Lahko upravlja nekaj neposrednih poro č il
~Poro č anje o tehni č nih prito ž bah / ne ž elenih dogodkih / scenarijih posebnih primerov, povezanih z Novartis izdelki v roku 24 ur po prejemu
~Distribucija vzorcev tr ž enja (kjer je primerno)

Key Performance Indicators

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Work Experience

Izku š nje s prodajo v multinacionalnih podjetjih
Izku š nje pri vodenju klju č nih ra č unov
Za ž elene so izku š nje z vodenjem ekipe

Skills

Upravljanje ra č una
Biolo š ko podobna zdravila
Poslovne prilo ž nosti
Poslovno na č rtovanje
Konkuren č na inteligenca
CRM (upravljanje odnosov s strankami)
Zahteve strank
Upravljanje klju č nih kupcev
Tr ž ni dele ž
Promocija (tr ž enje)
Prodaje
Upravljanje prodaje
Na č rtovanje prodaje
Prodajna strategija

Language

Angle š č ina

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
Redni sodelavec (prodaja)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6af28b95cc45e726044632", 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 } }; }

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