

Sales Representative NS South - Temporary

Job ID
REQ-10090399

十月 20, 2026

Portugal

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摘要

Belirli bir hesap i  in sat ı Ŗ hedeflerine ula Ŗ makla sorumlu deneyimli sat ı Ŗ uzmanlar ı . Hasta yolculu Ė unu etkili bir Ŗ ekilde desteklemek ve Novartis'i ve markalar ı n ı uygun Ŗ ekilde konumland ı rmak i  in belirlenmi Ŗ bir m ü Ŗ teri taban ı i  in bir sat ı Ŗ /i Ŗ plan ı olu Ŗ turmak ve uygulamak veya belirli bir program ı n ı uygulamak ı ndan sorumludur.

About the Role

Major Accountabilities

~Ticari hedeflere ula Ŗ mak i  in belirlenen hesaplarda sat ı Ŗ , promosyon ve geli Ŗ tirmenin y ö nlendirilmesinden sorumlu

- ~M ü ş teri geli ş tirme stratejisi geli ş tirin, atanan hesaplar ı  in ö zel KAM eylem planlar ı geli ş tirin, hesap hedeflerine g ö re hizalay ın ve y ü r ü t ü r.
- ~Önemli m ü ş terilerle uzun vadeli ili ş kiler kurmak ve geli ş tirmek. Temel m ü ş teri ihtiya  lar ı ve gereksinimleri hakk ında kapsaml ı bir anlay ı ş edinin. İhtiya  lar ı n ı ve hedeflerini kar ş ı layan  ö nererek mevcut m ü ş terilerle ili ş kileri geni ş letin.
- ~Stratejilerin ve bireysel taktik planlar ı n haz ı rlanmas ı na ö nc ü l ü k etmek ve analiz, gelecekteki potansiyel ve hesaplar ı  in gerekli olan temel programlar a  ı s ı ndan stratejik girdi sa  lamak
- ~S ö zle ş meleri haz ı rlamak ve m ü zakere etmek ve ş irketin belirli bir hesab ı hedeflemek i  in ba ş latt ı rı r
- ~M ü ş teri etkinliklerini ve di ę er programlar ı ba ę ı ms ı z olarak veya pazarlama/t ı p departman ı ile, kararla ş t ı r ı lan i ş taktik planlar ı na uygun olarak d ü zenleyin
- ~Segmentasyon ve profil olu ş turma ve Novartis CRM sistemi i  in do ę ru ve zaman ı nda veri sa  lama dahil olmak ü zere payda ş lar ı n haritalanmas ı na katk ı da bulunun.
- ~Belirlenmi ş bir m ü ş teri taban ı i  in bir sat ı ş /i ş plan ı olu ş turmak ve uygulamakla y ü k ü ml ü d ü r
- ~Birka  do ę rudan raporu y ö netebilir
- ~Novartis ü r ü nleriyle ilgili teknik ş ikayetlerin / olumsuz olaylar ı n / ö zel durum senaryolar ı n ı n al ı nd ı ktan sonraki 24 saat i  inde raporlanması
- ~Pazarlama ö rneklerinin da ę ı t ı m ı (uygun oldu ę unda)

Key Performance Indicators

Belirli bir hesap i  in sat ı ş hedeflerine ula ş makla sorumlu deneyimli sat ı ş uzmanlar ı . Hasta yolculu ę unu etkili bir ş ekilde desteklemek ve Novartisi ve markalar ı n ı uygun ş ekilde konumland ı rma i  in belirlenmi ş bir m ü ş teri taban ı i  in bir sat ı ş /i ş plan ı olu ş turmak ve uygulamak veya belirli bir program ı n ı n uygulanmas ı ndan sorumludur.

Work Experience

- ~Ç ok uluslu ş irketlerde sat ı ş deneyimi
- ~Kilit hesap y ö netimi deneyimi
- ~Ekip y ö netimi deneyimi tercih sebebidir

Skills

- Hesap Y ö netimi
- Biyobenzer İ la  lar
- ~İ ş F ı rsatlar ı
- ~İ ş Planlamas ı
- Rekabet İ stihbarat ı
- €rm (M ü ş teri İ li ş kileri Y ö netimi)
- M ü ş teri Gereksinimleri
- Kilit M ü ş teri Y ö netimi
- Pazar Pay ı
- Promosyon (Pazarlama)
- Sat ı ş
- Sat ı ş Y ö netimi
- Sat ı ş Planlama
- Sat ı ş Stratejisi

Language

ingilizce

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 \(PDF 30 MB\)](#)

Primary location salary range
\$0.00 - \$0.00

部门
International

Business Unit
General Management

地点
Portugal

站点
Sintra

Company / Legal Entity
PT05 (FCRS = PT005) PT Pharma

Functional Area
Sales

Job Type
Full time

Employment Type

Geçici (Satış) (Belirli Süreli)

Shift Work

No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ad8f91231fbe267405381", 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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