Capability Building Manager - Rheum

Job ID
REQ-10090557

十月 21, 2026

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

Je primarna odgovornost za strategijo prodajnega usposabljanja in dejavnosti prodaje usposabljanja za okrepitev ciljev in standardov znotraj obstoje č ih ekip ter podpiranje izvajanja obstoje č ih in novih programov, proizvodov in struktur. Zagotovite stalno izbolj š evanje prodajnih zmogljivosti in vpliv na klic s sistemati č nimi usposabljanji z ocenjevanjem ravni zmogljivosti/znanja blagovnih znamk v prodajnih ekipah. Razviti u č inkovito prodajno ekipo z usposabljanjem in mentoringom ali upravljanjem klju č nih komercialnih programov

About the Role

Major Accountabilities

~Razviti in izvajati programe usposabljanja za vstop ravni in izku š eni prodaje ljudi, vklju č no s prodajnimi tehnikami, predstavitve, projekt in aplikacije informacije in roleplay.
~Zagotovite gradivo in razvojno podporo prodajnim ekipam za predstavitve na prodajnih sestankih. Oblikovanje in zagotavljanje usposabljanja na podro č jih, kot je potrebno za podporo prodajni na č rti
~Zgraditi, s sodelavci usposabljanja, nacionalne temeljne programe, in strate š ke in operativne na č rte.
~Za upravljanje prora č una za usposabljanje. Analizirati in dejavno odzivanje na notranje/zunanje referen č ne vrednosti in diagnostiko; za aktivno odzivanje na kupce, zaposlene in povratne informacije o uspe š nosti
~Za sporo č anje na č rtov, evalvacije in dose ž kov vodje prodaje usposabljanje, vi š ji Sales Management Team in Marketing Team.
~Delo z ustreznim osebjem in agencijami, oblikuje in razvija izdelek za za č etek usposabljanja paketov za prodajne sile. Izvajati uspe š ne u č ne programe, da bi predstavnikom opremili orodja za uvajanje izdelkov v standarde Novartis.
~Za razvoj vsebine za u č ne publikacije in revije Business Unit, ki zajemata dose ž ke in uspehe ekip.
~Razviti in izvajati module za u č enje na daljavo, ki spodbujajo sodelovanje prodajnih ekip z uporabo drugih u č nih platform, kot so e-u č enje, videokonference in Telekonferenca
~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

~Izbolj š anje zmogljivosti prodaje na nacionalni ravni
~Dejansko usposabljanje vs na č rt usposabljanja

Work Experience

Delovne izku š nje v farmacevtski industriji

Skills

Poslovno partnerstvo
Cad (ra č unalni š ko podprto oblikovanje)
Coaching
Zahteve strank
Skrb za stranke
E-u č enje
Terenska prodaja
Č love š ki viri (HR)
In š talacije (ra č unalni š ki programi)
Fizika
Vzpostavljanje odnosov
Prodaje
Prodajna usposabljanja
Sdm
Prodajne ve š č ine
Programi usposabljanja

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
China

站点
Shanghai (Shanghai)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Redni sodelavec

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae2c3c209c77723816587", 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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