# Capability Building Manager - Rheum

Job ID
REQ-10090557

十月 21, 2026

China

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## 摘要

-Has primary responsibility for the sales training strategy and sales training activities to reinforce goals and standards within existing teams and support the implementation of existing and new programmes, products and structures. Ensure continuous improvement of sales capabilities and call impact through systematic trainings by assessing capability level/brand knowledge across the sales teams. Develop an effective sales team through training and coaching or management of key commercial programmes

## About the Role

**Major accountabilities:**

- Develop and implement training programs for entry level and experienced sales people including sales techniques, presentations, project and product applications information and roleplay.
- Provide materials and development support to sales teams for presentations at sales meetings.
- Design and deliver training to in areas as required to support Sales Plans
- To construct, with training colleagues, the national core programmes, and strategic and operational plans.
- To manage the training budget.
- Implement successful learning programmes to equip representatives with tools to launch products to Novartis standards.
- Reporting of technical complaints / adverse events / special case scenarios related to Novartis products within 24 hours of receipt
- Distribution of marketing samples (where applicable)

**Key performance indicators:**

- Improvement in sales capability nationally
- Actual training vs training plan

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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
Regular

Shift Work
No

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// Ensure the global player registry array always exists, regardless of embed type.
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