(高级地区经理

Job ID
REQ-10090928

十月 28, 2026

China

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摘要

Responsable de la gestion des comptes cl é s au niveau local, g é n é ralement de la gestion d ' une petite é quipe ou de la gestion de comptes / relations sp é cifiques. G é rer la relation d ' affaires et les activit é s avec les grands comptes afin de favoriser et d ' é tendre la relation et d ' atteindre les objectifs de vente. D é velopper et maintenir des relations avec les principales parties prenantes au sein des comptes, d é velopper une compr é hension approfondie des d é fis des clients en ce qui concerne les patients et identifier des solutions qui am é liorent les soins aux patients.

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.
~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
~Analyser la situation du march é , y compris les activit é s de veille concurrentielle sur les comptes cl é s et les principaux concurrents
~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, et fournir des donn é es pr é cises et opportunes pour le syst è me de CRM de Novartis.
~Responsable de l ' ex é cution du plan d ' op é rations de vente et de l ' atteinte des ventes convenues et des objectifs de rendement plus larges pour une partie propre de l ' organisation.
~D é velopper une é quipe de vente efficace gr â ce à la formation et au coaching ou à la gestion de programmes commerciaux cl é s
~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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D é velopper et maintenir des relations avec les principaux intervenants au sein des comptes, d é velopper une compr é hension approfondie des d é fis des clients à l ' é gard des patients et identifier des solutions qui am é liorent les soins aux patients.

Work Experience

Gestion des mesures et des probl è mes de qualit é
Conception d'essais cliniques, examen des donn é es et rapports
Technologies innovantes et analytiques

Skills

Gestion de compte
Gestion de la r é mun é ration (employ é s)
Programmation
Cosm é tique
CRM (Gestion de la Relation Client)
Service à la client è le
Ventes sur le terrain
Gestion des Grands Comptes
Marchandisage
Comp é tences multit â ches
Administration de bureau

Soins aux patients
Approvisionnement
Promotion (Marketing)
Ventes
Op é rations de vente
Leadership strat é gique
Services d'assistance

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
China

站点
Haikou (Hainan Province)

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

Functional Area

Sales

Job Type
Full time

Employment Type
CDI (Responsable des ventes)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae87d8a93045978764203", 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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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 kaltura<u>d</u>atalayer.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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