(高级地区经理

Job ID
REQ-10090928

十月 28, 2026

China

Na voljo v: Sloven š č ina Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | P y c c | Türkçe | 中文

摘要

Odgovoren za upravljanje klju č nih ra č unov na lokalni ravni, obi č ajno upravljanje majhne skupine ali upravljanje dolo č enih ra č unov/odnosov. Upravljajte poslovni odnos in dejavnosti s klju č nimi ra č uni, da bi spodbujali in raz š irili odnos & pridobili cilje prodaje. Razviti in vzdr ž evati odnose s klju č nimi zainteresiranimi stranmi znotraj ra č unov, razvijati globoko razumevanje izzivov strank v zvezi z bolniki in opredeliti re š itve, ki krepijo skrb za bolnike.

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.
-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
-Analiziranje razmer na trgu, vklju č no s konkuren č nimi obve š č evalnimi dejavnostmi na klju č nih ra č unih in klju č nih konkurentih
-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 profilacijo ter zagotoviti to č ne in pravo č asno podatke za sistem Novartis CRM.
-Odgovoren za izvajanje na č rta prodajnih operacij in za doseganje dogovorjenih prodajnih in š ir š ih ciljev uspe š nosti za lasten del organizacije.
-Razvoj u č inkovite prodajne skupine z usposabljanjem in usposabljanjem ali upravljanjem klju č nih komercialnih programov
-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

Obravnava meril kakovosti in te ž av
Oblikovanje klini č nega presku š anja, pregled podatkov in poro č anje
Inovativne in analiti č ne tehnologije

Skills

Upravljanje ra č una
Upravljanje nadomestil (zaposleni)
Ra č unalni š ko programiranje
Kozmetika
CRM (upravljanje odnosov s strankami)
Skrb za stranke
Terenska prodaja
Upravljanje klju č nih kupcev
Trgovanje
Spretnosti ve č opravilnosti
Pisarni š ka administracija
Oskrba bolnikov
Naro č anja

Promocija (tr ž enje)
Prodaje
Prodajne operacije
Strate š ko vodenje
Podporne storitve

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
Haikou (Hainan Province)

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

Functional Area
Sales

Job Type
Full time

Employment Type
Redni sodelavec (vodja prodaje)

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae7f9d533f44298324478", 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 kaltura datalayer.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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