Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

Mevcut: T ü rk | Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | P y c c к и й Sloven š č ina | 中文

摘要

Sat ı ş y ö neticilerinin en etkili saha g ü c ü y ö netimi yoluyla i ş hedefleri atamalar ı n ı destekler. Bilgilendirici ve katma de ğ erli analizler, g ü venilir KPI'lar ve kesin say ı lar sa ğ layarak t ü m saha g ü c ü y ö netim a ş amalar ı nda (saha g ü c ü tasar ı m ı ve kaynak tahsisi, b ö lge tasar ı m ı , sat ı ş hedefi/ belirleme, performans de ğ erlendirme ve izleme vb.) atanan alan y ö neticilerini destekler. Te ş vik plan ı tasar ı m ı , uygulama ve ilgili ö deme hesaplamas ı ndan da sorumlu olabilir.

About the Role

Major Accountabilities

-Atanan alan ı n sat ı ş g ü c ü etkinlik konular ı n ı ba ğ ı ms ı z olarak y ö netmek

-Atanan ekip i ç erisinde alan g ü c ü boyutu, yap ı s ı ve da ğ ı t ı m ı ile ilgili girdilerin sa ğ lanmas ı nda sorumludur
-Sat ı ş hedefi, ç a ğ r ı planlama, segmentasyon ve hedefleme s ü re ç lerinin eczane/hesap/doktor d ü zeyinde uygulanmas ı ve izlenmesi
-Te ş vik plan ı tasar ı m ı ve uygulamas ı (hedef belirleme, raporlama, ö deme hesaplama)
-Belirlenen alan i ç in Sat ı ş G ü c ü Etkinli ğ i ara ç lar ı n ı n y ö netiminden sorumludur
-Sat ı ş G ü c ü Etkinli ğ i analizi ile ilgili t ü m bilgiler i ç in irtibat noktas ı
-Sat ı ş G ü c ü Etkinli ğ i alan ı nda belirli giri ş imlerin proje y ö netimi ve ge ç ici analizi
-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 ç inde raporlenmesi
-Pazarlama ö rneklerinin da ğ ı t ı m ı (uygun oldu ğ unda)

Key Performance Indicators

-Analiz kalitesi - Saha G ü c ü Optimizasyonu, Segmentasyon ve Hedefleme, Ç a ğ r ı Planlamas ı ve Saha Analiti ğ i.
-Veri bak ı m ı , saha g ü c ü deste ğ i ve e ğ itimi dahil olmak ü zere M ü ş teri İ li ş kileri Y ö netimi sistem(lerinin) y ö netimi

Work Experience

-İ la ç sekt ö r ü nde ç al ı ş ma deneyimi

Skills

Adaptasyon
İ ş Panolar ı
Ticari M ü kemmellik
So ğ utma Sistemleri
Crm (M ü ş teri İ li ş kileri Y ö netimi)
Merak
M ü ş teri kat ı l ı m ı
M ü ş teri Hizmetleri
Etkinli ğ i
Microsoft Excel
Kaynak Tahsisi
Sat ı ş
Sat ı ş G ü c ü (CRM)
G ü venlik Politikalar ı
Tak ı m Oyuncusu

Language

İ ngilizce

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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
Other

地点
Ukraine

站点
Kyiv

Company / Legal Entity
UAP0 (FCRS = CH024) NOPH SERVICES UKRAINE

Functional Area
Sales

Job Type
Full time

Employment Type
Kadrolu

Shift Work
No

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var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae692d7679d3290961154", 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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// 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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