Field Excellence Manager

Job ID
REQ-10091036

十月 27, 2026

Ukraine

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

摘要

通过最有效的现场人员管理来分配业务目标，以支持销售经理。在所有现场团队管理阶段现场团队设计和资源分配、地域设计、销售目标/客户拜访方案设置、绩效评估和监控等支持指定的区域经理，提供见地独到的增值分析、可靠关键绩效指标和精确数字。
可能还需要负责激励方案的设计、实施及相关的支付计算。

About the Role

Major Accountabilities

-自主管理指定领域的销售人员效益主题
-负责在指定团队内提供与现场团队规模、结构和部署相关的输入

~在药店/客户/医生层级实施和监控销售目标、客户拜访规划、细分和目标流程
~激励计划的设计和实施目(标设定、报告、支付计算）
~负责指定领域的销售人员效能工具管理
~与销售人员效能分析相关的所有信息的联络点
~特定计划的项目管理和销售人员效能领域的专门分析
~收到后 24 小时内报告与诺华产品相关的技术投诉/不良事件/特殊情况
~营销样本的分发适用）

Key Performance Indicators

· 分析质量 - 现场力优化、细分和定位、呼叫规划和现场分析。
· 客户关系管理系统管理，包括数据维护、现场力量支持和培训

Work Experience

在制药行业的工作经验

Skills

适应性
业务仪表板
商业卓越
冷却系统
CRM客(户关系管理）
好奇心
客户维系
顾客服务
效率
Microsoft Excel
资源配置
销售
Salesforce 客户关系管理
安全策略
团队合作精神

Language

英语

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
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
正式

Shift Work
No

var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId: "kalturaplayer6ae9f91eb9cd4468952076", 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) }

Job ID
REQ-10091036

Field Excellence Manager

Apply to Job



Job ID
REQ-10091036

Field Excellence Manager

Apply to Job

Source URL:
https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-zh-cn

List of links present in page

1. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-de-de
2. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager
3. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-es-es
4. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-fr-fr
5. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-it-it
6. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-ja-jp
7. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-nl-nl
8. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-ru-ru
9. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-sl-si
10. https://prod1.novartis.com.cn/careers/career-search/job/details/req-10091036-field-excellence-manager-tr-tr
11. https://www.novartis.com/about/strategy/people-and-culture
12. https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf
13. https://novartis.wd3.myworkdayjobs.com/zh-CN/NovartisCareers/job/Kyiv/Field-Excellence-ManagerREQ-10091036
14. https://novartis.wd3.myworkdayjobs.com/zh-CN/NovartisCareers/job/Kyiv/Field-Excellence-ManagerREQ-10091036