Sales Representative Immunology

Job ID
REQ-10091235

十一月 02, 2026

Spain

Na voljo v: Sloven š č ina Deutsch | English | Espa ñ ol | Fran ç ais | Italiano | 日本語 | Nederlands | Р у с с к и й | 中文

摘要

Prodajni zastopnik je vodilno gonilo na š ih interakcij s strankami in prodajne uspe š nosti So obraz na š ega pristopa k izku š nji strank in gradijo globoke odnose, ki prina š ajo vrednost za stranke in paciente, da bi spodbudili rast prodaje na skladen in eti č en na č in.

About the Role

Major Accountabilities

-Spodbujanje konkuren č ne rasti prodaje
-Prepoznajte in prednostno razvrstite potencialne stranke z analizo podatkov (zdravstveni delavci in zainteresirane strani), ki vplivajo na odlo č itve o receptih

-Pove č ajte prodajno uspe š nost s spretnim orkestriranjem pozitivnih izku š enj strank
-Vklju č ite in gradite odnose.
-Sodelujte v pogovorih, ki temeljijo na vrednotah (osebno in virtualno), da boste razumeli klju č ne izzive strank, dejavnike odlo č anja, bole č e to č ke in prilo ž nosti
-Prilagodite in organizirajte dejavnosti sodelovanja s strankami za ciljne zdravstvene delavce tako, da odra ž ate ž elje strank, izkoristite razpolo ž ljivo vsebino in ve č kanalov za interakcijo.
-Gradite sodelovanje s partnerstvom z zdravstvenimi delavci za razvoj trajnega sodelovanja za Novartis skozi č as
-Zagotovite nepozabne izku š nje, osredoto č ene na stranke, ki presegajo klini č no diferenciacijo, tako da prisluhnete njihovim potrebam in razumete njihovo zdravstveno okolje
-Vzpostaviti u č inkovite delovne odnose z mnenjskimi voditelji in najbolj š imi medicinskimi vplivne ž i (na ravni ozemlja) ter izzvati trenutna vedenja, da bi izbolj š ali potovanje pacienta (pravi pacient, pravi č as)
-Razvijte poglobljen vpogled v stranke in razumevanje
-Zberite vpoglede v poslovanje stranke in odkrijte, kaj je zanjo pomembno
-Spremljajte povratne informacije strank in pretvorite odgovore v dejanja, ki ustvarjajo dodatno vrednost in presegajo pri č akovanja
-Izkoristite razpolo ž ljive vire podatkov za ustvarjanje, dinami č no dolo č anje prioritet in prilagajanje ustreznih na č rtov za ozemlje, ra č un in interakcijo s strankami
-stalno deljenje vpogledov strank z ustreznimi notranjimi zainteresiranimi stranmi, da se podpre razvoj vsebine, kampanj in na č rtov interakcije, povezanih z izdelki in indikacijami;
-Zagotavljanje vrednosti strankam in bolnikom
-Sodelujte skladno z medfunkcionalnimi skupinami pri oblikovanju in uvajanju re š itev, ki obravnavajo neizpolnjene potrebe strank in bolnikov
-delovati kot zaupanja vreden partner stranki z namenom, da ji pomaga voditi poslovanje; poslu š ati u č enje; si prizadevajo za poglobitev odnosa na skladen in eti č en na č in; Pozicionirajte se za ustvarjanje re š itev z dodano vrednostjo.
-Delujte po š teno in po š teno, tako da stranke in sodelavce obravnavate pregledno in spo š tljivo z jasnimi nameni. Ko se soo č ate z eti č nimi dilemami, naredite pravo stvar in spregovorite, ko se stvari ne zdijo pravilne. Ž ivite po Novartisovem eti č nem kodeksu, vrednotah in vedenju.

Key Performance Indicators

Biti poseljen na lokalni ravni na podlagi smernic, ki bodo izhajale iz rezultatov upravljanja uspe š nosti IMI Field Engagement Performance Management.

Work Experience

NA

Skills

Prodajne ve š č ine
Vpogledi v stranke
Komunikacijske spretnosti
Vplivanje na spretnosti
Obvladovanje konfliktov
Pogajalske spretnosti
Tehni č na znanja in spretnosti
Upravljanje ra č una

Medfunkcionalno usklajevanje
Zdravstveni sektor
Komercialna odli č nost
Etika
Skladnost

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)

Primary location salary range
€ 48,300.00 - € 89,700.00

部门
International

Business Unit
Sales

地点
Spain

站点
Alicante

Company / Legal Entity
ES19 (FCRS = ES006) Mizar Farmac é utica, S.L.

Alternative Location 1
Murcia, Spain

Functional Area
Sales

Job Type
Full time

Employment Type
Redni sodelavec (prodaja)

Shift Work
No

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