NOVARTIS

Senior Sales Executive

Job ID
REQ-10071400
Feb 05, 2026
LOC_HK

About the Role

Major Accountabilities

~ 推动有竞争力的销售增长
~ 通过反映客户偏好、利用可用内容和多个互动渠道，为目标 HCP 个性化和编排客户互动旅程
~ 通过与 HCP 合作，为诺华建立长期的持续合作关系
~ 通过倾听客户的需求并了解他们的医疗保健环境，提供令人难忘的、以客户为中心的体验，超越临床差异化
~ 利用可用的数据源来创建、动态优先排序和调整相关的区域、客户和客户交互计划
~ 持续与相关内部利益相关者分享客户见解，以支持与产品和适应症相关的内容、活动和互动计划的开发
~ 为客户和患者创造价值
~ 与跨职能团队合作，设计和实施解决方案，解决未满足的客户和患者需求
~ 以正直和诚实的态度行事，以透明和尊重的方式对待客户和同事，并有明确的意图。当面临道德困境时，做正确的事，当事情看起来不对劲时，就大声说出来。遵守诺华道德、价值观和行为准则。

Key Performance Indicators

销售代表是我们客户互动和销售业绩的主要推动者。他们是我们的客户体验方法的代言人，并建立深厚的关系，为客户和患者创造价值，以合规和合乎道德的方式推动销售增长。

Work Experience

~NA

Skills

~销售技巧
~客户洞察
~沟通技巧
~影响技能
~冲突管理
~谈判技巧
~技术技能
~账户管理
~跨职能协调
~医疗保健行业
~商业卓越
~伦理学
~合规

Language

英语

Role Requirements

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)

Division
DIV_IM
Business Unit
Sales
Location
LOC_HK
Site
Hong Kong
Company / Legal Entity
HK02 (FCRS = HK002) Novartis Pharma
Functional Area
FCT_SA
Job Type
Full time
Employment Type
正式（销售）
Shift Work
No
Apply to Job

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