

## (高级) 地区经理

Job ID  
REQ-10071441  
Mar 04, 2026  
LOC\_CN

### About the Role

主要职责：

- 制定并执行公司在指定区域或地区的业务计划
- 监督和辅导医药代表分析和制定POA
- 监督和辅导医药代表提供高质量的产品信息传递，学术推广和相关的反馈
- 跨部门合作协调以推进品牌战略在区域内的实施
- 计划和实施与医药代表的协访
- 参与医药代表的选拔、招聘和培训/辅导工作
- 定期评估医药代表的业绩，帮助他们制定个人发展计划
- 积极参与和推进合规项目，以身作则，传递合规文化。为下属提供相关的合规指导。遵守所覆盖或拜访的医疗机构颁布的与医药代表或医药企业相关人员有关的规章制度

对多元化和包容性/平等就业机会的承诺：

诺华致力于为我们所服务的患者和社区建立一个优秀、包容的工作环境和多元化的团队。

基本要求：

- 大学本科及以上学历
- 良好的英语听说读写能力
- 3年以上制药行业相关经验，1年以上管理经验
- 出色的团队管理/领导能力。合规意识强

### 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  
Other  
Location  
LOC\_CN  
Site  
Wuhan (Hubei Province)  
Company / Legal Entity  
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd  
Functional Area  
FCT\_SA

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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