

# (Senior) Sales Executive, Hematology

Job ID

REQ-10071400

May 13, 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

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