

## (高级) 大区经理

Job ID

REQ-10078748

May 29, 2026

LOC\_CN

### About the Role

主要职责：

在指定区域内管理一条或多条产品线的业务活动

制定区域业务战略/计划，跨部门合作协调以推进品牌策略在区域内的实施

监督、指导和管理区域内的（高级）地区经理和医药代表团队

以身作则、鼓励团队内部内的相互学习和辅导、提升下属辅导能力

参与（高级）地区经理和医药代表的选拔、招聘和培训/辅导工作

定期评估下属业绩，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：

需符合医药代表备案管理规定的专业与学历，以及从业资格要求

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

Sales

Location

LOC\_CN

Site

Hefei (Anhui 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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