

(高级) 大区经理

Job ID

REQ-10084618

Jul 27, 2026

LOC_CN

About the Role

Major Accountabilities

~ 领导和发展业务

~ 与 FLM 和跨职能合作伙伴合作，制定、实施和监控以客户为中心的国家业务计划，以优化客户体验

Key Performance Indicators

二线销售经理（SLM）通过领导一线销售经理（FLM）团队执行量身定制的客户体验来推动销售业绩，从而创造价值并将诺华确立为首选合作伙伴。他们负责以合规和合乎道德的方式制定和实施国家商业客户参与战略，跨职能工作，与医疗/访问战略保持一致，以确保有凝聚力和协作的方法。SLM 通过人才招聘、发展和继任计划建立一流的多元化团队，并负责灌输诚信文化。它们在影响实质性、持续的组织变革方面发挥了重要作用

Work Experience

~NA

Skills

~领导

~管理

~专业沟通

~影响技能

~辅导

~指导

~变更管理

~协作

~团队合作

~分析能力

~解决问题的能力

~复杂性管理

~金融知识

~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_CN

Site

Zhengzhou (Henan Province)

Company / Legal Entity

CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area

FCT_SA

Job Type

Full time

Employment Type

正式（销售经理）

Shift Work

No

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