

Job ID
REQ-10011995
Jun 21, 2024
China

Summary

First Line Sales Manager (FLM) spodbuja prodajno uspešnost z vodenjem raznolike komercialne ekipe in sodelovanjem s ključnimi deležniki za spodbujanje prilagojenih uporabniških izkušenj in zagotavljanje vrednosti. Zaposlujejo, razvijajo, zadržujejo in usposablajo posameznike za uspešno doseganje strateških in komercialnih ciljev. Vnašajo kulturo visoke učinkovitosti in odgovornosti, ki navdihuje in motivira ekipo, da skladno in etično izvaja strategijo in taktike blagovne znamke, osredotočene na stranke. Vodje podjetja FLM izvajajo in spremljajo strategijo in taktike blagovne znamke v svojih regijah ter si izmenjujejo vpoglede v teren, da bi spodbudile sodelovanje strank in uspešnost.

About the Role

Major Accountabilities

~ Vodite in širite podjetje

Key Performance Indicators

~Biti poseljen na lokalni ravni na podlagi smernic, ki bodo izhajale iz rezultatov upravljanja uspešnosti IMI Field Engagement Performance Management.

Work Experience

~NA

Skills

~Vodstvo
~Menedžment
~Strokovno komuniciranje
~Coaching
~Mentorstvo
~Spremeni nadzor
~Sodelovanje
~Timsko delo
~Analitične spretnosti
~Spretnost reševanja problemov
~Upravljanje kompleksnosti

~Zdravstveni sektor
~Komerzialna odličnost
~Etika
~Skladnost

Language

Angleščina

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>

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Division

International

Business Unit

Innovative Medicines

Location

China

Site

Shanghai (Shanghai)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Redni sodelavec (vodja prodaje)

Shift Work

No

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