

零售（高级）区域市场经理

Job ID
REQ-10051341
May 29, 2025
China

Summary

To je odgovorno za izvajanje in izvajanje vseh pobud, katerih cilj je zagotoviti prisotnost izdelkov Novartis prek različnih distribucijskih kanalov.

About the Role

Major Accountabilities

- ~ Z zagotavljanjem storitev pogostim popotniki na visoki ravni spodbujamo naše poslovne cilje.
- ~ Upravljanje ključnih strank in podjetij

Funkcije

- ~ Izmenjava najboljših praks v distribucijskem procesu
- ~ Oglaševanje prek različnih prodajnih kanalov (trgovci na debelo, trgovci na drobno, distributerji itd.)
- ~ Ti odnosi se obravnavajo lokalno.

Pomanjkanje vodstva

- ~ Prepoznavanje nepotrebnih dogodkov/tehničnih pritožb/vprašanj skladnosti

Key Performance Indicators

Razvoj merljivih projektov

Razpoložljivost prodaje, tržni delež, začetni čas, cena in cilji
Sledite strogim in zapletenim postopkom skladnosti

Work Experience

- ~Medkulturne izkušnje
- ~Vodenje operacij in izvrševanje
- ~Vodenje projektov

Skills

- ~Trženje blagovnih znamk
- ~Upravljanje blagovnih skupin
- ~Trženje strank
- ~Skrb za stranke
- ~Upravljanje ključnih kupcev
- ~Marketinški načrti

~Medijske kampanje
~Trgovanje
~Promocija (trženje)
~Donosnost naložbe (Roi)
~Prodaje
~Strateški viri

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>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

China

Site

Guangzhou (Guangdong Province)

Company / Legal Entity

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

Functional Area

Marketing

Job Type

Full time

Employment Type

Redni sodelavec

Shift Work

No

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