

## DM

Job ID  
REQ-10000805  
Apr 14, 2024  
China

### Summary

First Line Satış Müdürü (FLM), çeşitliliğe sahip bir ticari ekibe liderlik ederek ve özel müşteri deneyimleri sağlamak ve değer sunmak için kilit paydaşlarla etkileşim kurarak satış performansını artırır. Stratejik ve ticari bölge hedeflerini başarılı bir şekilde yerine getirmek için bireyleri işe alır, geliştirir, elde tutar ve koçluk yaparlar. Ekibe müşteri odaklı marka stratejisi ve taktiklerini uyumlu ve etik bir şekilde yürütmeleri için ilham veren ve motive eden bir yüksek performans ve hesap verebilirlik kültürü aşılarlar. FLM liderleri, müşteri katılımını ve performansını artırmak için saha içgörülerini paylaşarak bölgelerindeki marka stratejisini ve taktiklerini yürütür ve takip eder.

### About the Role

#### Major Accountabilities

~ İş Yönetim ve Bütütün

#### Key Performance Indicators

~IMI Saha Katılımı Performans Yönetimi Konseyi sonuçlarından gelecek rehberliğe dayalı olarak yerel düzeyde doldurulacak.

#### Work Experience

~NA

#### Skills

- ~Liderlik
- ~Yönetim
- ~Profesyonel İletişim
- ~Koç -luk
- ~Mentörlük
- ~Kontrolü Değiştir
- ~İşbirliği
- ~Takım Çalışması
- ~Analitik Beceri
- ~Problem Çözme Becerileri
- ~Karmaşıklık Yönetimi

~Sağlık Sektörü  
~Ticari Mükemmellik  
~Etik  
~Uyma

Language

İngilizce

**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

Tangshan (Hebei Province)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Kadrolu (Satış Müdürü)

Shift Work

No

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**Description :**

In addition to this variation, the risk of experiencing these CVD events in women increases after menopause<sup>3</sup>. A recent survey commissioned by Novartis UK of over 6,000 people in the UK, aged 55 and over, found that only 6 per cent of all respondents recognised a link between menopause and high levels of 'bad' (LDL)

cholesterol<sup>4</sup>, revealing a startling lack of awareness.

This October marks Menopause Awareness Month, and this month's theme for World Menopause Day (18th Oct), was CVD – emphasising the demand for more awareness to be made of the link between the increased risk of CVD and menopause. That's why we asked Cardiovascular Specialist Nurse, Michaela Nuttall, to bring together experts in nutrition, cardiac rehabilitation and psychological support, to discuss this important topic and offer holistic advice and support to those affected by menopause and CVD.

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