

Senior District Manager

Job ID
REQ-10014566
Jul 05, 2024
China

Summary

Il First Line Sales Manager (FLM) guida le prestazioni di vendita guidando un team commerciale diversificato e coinvolgendo i principali stakeholder per promuovere esperienze personalizzate per i clienti e fornire valore. Reclutano, sviluppano, trattengono e istruiscono le persone per raggiungere con successo gli obiettivi strategici e commerciali del territorio. Instillano una cultura di alte prestazioni e responsabilità che ispira e motiva il team a eseguire la strategia e le tattiche del marchio incentrate sul cliente in modo conforme ed etico. I responsabili FLM eseguono e seguono la strategia e le tattiche del marchio nelle loro regioni, condividendo informazioni sul campo al fine di promuovere il coinvolgimento e le prestazioni dei clienti.

About the Role

Major Accountabilities

~ Guidare e far crescere l'azienda

Key Performance Indicators

~Da compilare a livello locale, sulla base delle linee guida che seguiranno dai risultati dellIMI Field Engagement Performance Management Council.

Work Experience

~NA

Skills

~Leadership
~Gestione
~Comunicazione professionale
~Allenamento
~Tutoraggio
~Gestione delle modifiche
~Collaborazione
~Lavoro di gruppo
~Abilità analitica
~Capacità di problem solving
~Gestione della complessità

~Settore Sanitario
~Eccellenza Commerciale
~Etica
~Conformità

Language

Inglese

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Division

International

Business Unit

Innovative Medicines

Location

China

Site

Zhanjiang (Guangdong Province)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Regolare (Direttore Vendite)

Shift Work

No

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