

# DM

Job ID  
REQ-10016248  
Jul 18, 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

**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

Fuzhou (Fujian Province)

Company / Legal Entity

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

Functional Area

Sales

Job Type

Full time

Employment Type

Regolare

Shift Work

No

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