

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 vpogled 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

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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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