

Area Training Manager

Job ID
REQ-10035532
Jan 05, 2025
China

Summary

-Has primary responsibility for the sales training strategy and sales training activities to reinforce goals and standards within existing teams and support the implementation of existing and new programmes, products and structures. Ensure continuous improvement of sales capabilities and call impact through systematic trainings by assessing capability level/brand knowledge across the sales teams. Develop an effective sales team through training and coaching or management of key commercial programmes

About the Role

JTBD:

- lead team to Identify regional capability cap and learning needs
- lead team to drive FF upskilling leverage kinds of learning solution, including learning course/AI assessment tool
- lead team to achieve FF learning goal and feedback FF learning experience and engage design team to optimize the learning solutions
- lead regional learning project and execute the central learning program.
- Lead the digital transformation on training solutions,
- Collaborate and engage with FF leaders to be a sponsor for learning program
- Partner with X-function to develop and integrate training resources which reinforce and strengthen adherence to relevant processes and procedures.
- Support to course design by best practices of FF
- Empower trainers through continuous check-in and feedback in EVOLVE for coaching to unleash trainer's potential.

Key Experience & Success Profile:

- More than 3 years' experience of FLM; SLM is a plus.
- More than 2 years' experience of course design, deliver
- More than 2 years' experience of learning deliver by online

- Strong communication and influencing skills.
- Curious about new things, customer focused, and agile to change.

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Innovative Medicines
Location
China
Site
Shanghai (Shanghai)

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Functional Area
Sales
Job Type
Full time
Employment Type
Regular
Shift Work
No
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