

Job ID  
REQ-10011995  
Jun 21, 2024  
China

## Resumen

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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

División  
International  
Business Unit  
Innovative Medicines  
Ubicación  
China  
Sitio  
Shanghai (Shanghai)

Company / Legal Entity

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

Functional Area

Ventas

Job Type

Full time

Employment Type

Regolare (Direttore Vendite)

Shift Work

No

[Apply to Job](#)

```
iframe{ width: 100%; margin-top: 3rem; } @media screen and (max-width: 767px){ iframe{ height: 30vh !important; } } @media screen and (min-width: 768px){ iframe{ height: 34vh !important; } }
```

Job ID

REQ-10011995

[Apply to Job](#)

---

**Source URL:** <https://www.adacap.com/careers/career-search/job/details/req-10011995-gaojidequjingli-it-it>

#### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. [https://novartis.wd3.myworkdayjobs.com/it-IT/Novartis\\_Careers/job/Shanghai-Shanghai/XMLNAME---\\_REQ-10011995](https://novartis.wd3.myworkdayjobs.com/it-IT/Novartis_Careers/job/Shanghai-Shanghai/XMLNAME---_REQ-10011995)
5. [https://novartis.wd3.myworkdayjobs.com/it-IT/Novartis\\_Careers/job/Shanghai-Shanghai/XMLNAME---\\_REQ-10011995](https://novartis.wd3.myworkdayjobs.com/it-IT/Novartis_Careers/job/Shanghai-Shanghai/XMLNAME---_REQ-10011995)