

# DM

Job ID  
REQ-10016248  
Jul 18, 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

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División  
International  
Business Unit  
Innovative Medicines  
Ubicación  
China  
Sitio  
Fuzhou (Fujian Province)

Company / Legal Entity

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

Functional Area

Ventas

Job Type

Full time

Employment Type

Regolare

Shift Work

No

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