

Area Commercial Manager

Job ID

REQ-10085324

Aug 06, 2026

LOC_CN

About the Role

Major Accountabilities:

- 执行渠道布局和管理策略，确保医院、零售等终端的渠道通常，完成发货、回款目标，并加快新产品的上市；
- 执行公司制定的安全运营策略，实现所负责区域渠道平稳运转；
- 优化经销商日常管理，推动下沉市场医院覆盖和新兴市场销售增长；
- 加强与区域内相关团队的沟通协调，积极协助解决区域性问题，实现更好的产品可及；
- 创新经销商合作模式，提高诺华品牌在区域的影响力；
- 管理和指导团队成员，确保团队目标的完成，并提供专业发展机会；

Key Performance Indicators:

- 发货计划和经销商回款
- 公司制定的渠道安全运营关键指标
- 下沉市场的有效覆盖

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

Other

Location

LOC_CN

Site

Nanjing (Jiangsu Province)

Company / Legal Entity

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

Functional Area

FCT_SA

Job Type

Full time

Employment Type

Regular (Sales Manager)

Shift Work

No

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