NOVARTIS

District Manager

Job ID
REQ-10092008
Nov 04, 2026
LOC_CN

About the Role

Job Description 职务描述

- Accountable for driving the effective execution of district business plans and achieving agreed business and organizational objectives within the area of responsibility.
- Builds and maintains professional relationships with healthcare stakeholders and supports meaningful customer engagement and scientific exchange activities.
- Optimizes the allocation of resources to support business priorities and organizational effectiveness.
- Manages area operating budgets and resources in accordance with company policies and compliance requirements.
- Leads, develops, and coaches a high-performing team; supports talent acquisition, capability building, succession planning, and team engagement.
- Builds collaborative relationships with healthcare professionals, key opinion leaders, patient associations, and cross-functional partners to support shared objectives and patient benefit.
- Maintains strong product and disease area knowledge and continuously develops team capabilities in these areas.
- Monitors market dynamics, healthcare environment developments, customer insights, and competitor information to support informed business decisions.
- Promotes high-quality customer experience and professional stakeholder engagement.
- Ensures timely and accurate completion of required reports and administrative activities.
- Operates in full compliance with applicable laws, regulations, company policies, procedures, and ethical standards, and fosters a strong culture of integrity and compliance.
- Ensures timely reporting of technical complaints, adverse events, and special case scenarios related to Novartis products in accordance with company requirements.

- 负责推动区域业务计划的有效落地，达成职责范围内既定的业务和组织目标。
- 建立并维护与医疗卫生专业人士及相关利益相关方的专业合作关系，支持高质量客户互动和学术交流活动。
- 合理规划和优化资源配置，支持业务重点及组织效能提升。
- 根据公司政策及合规要求管理区域运营预算和资源。
- 领导并发展高绩效团队，通过招聘、辅导、能力建设、人才发展和继任规划持续提升团队能力。
- 与医疗卫生专业人士、关键意见领袖、患者组织及跨职能团队建立良好合作关系，共同支持业务目标实现和患者获益。
- 持续提升产品知识和疾病领域知识，并推动团队相关专业能力建设。
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- 推动高质量客户体验及专业化利益相关方互动。
- 及时、准确完成各类报告及行政管理工作。
- 严格遵守国家法律法规、公司政策及合规要求，营造诚信、合规的团队文化。
- 按规定及时报告涉及诺华产品的技术投诉、不良事件及特殊案例。

Role Requirements

Division
DIV_IM
Business Unit
Sales
Location

LOC_CN
Site
Linyi (Shandong 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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District Manager

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