

Taiwan Jobs Expertini®

(Sr.) Area Manager (C&S)

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Company: AstraZeneca

Location: Taiwan

Category: other-general

Typical Accountabilities

Lead district team to enable marketing understanding and define sales opportunities or risks to optimize sales result

Enable individuals to develop action plan answering brand level strategy/objectives and drive to meet or exceed target

Active to initiative quality check-in talk for competency reflection, coaching, career development and feedforward

Conduct quality sales force effectiveness check-in , planning and management to ensure adequate SoV coverage

Supervising, monitoring, governing and training for regulation and compliance policy, including interact-with-HCP, financial discipline, sample/project management

Support key strategic pillars in BU and company level to address mid to long term growth strategy

Essential

Bachelor's degree

+5 years or above proven success experience in medicine promotion in Taiwan market

Demonstrated leadership capabilities, financial management, cross-function/team

collaboration, coaching skill and performance management experience

Desirable

GP/GPDS channel successful management

Primary Care medicine experience

Previous exposure and/or experience in other functional areas of the business such as sales training, Omni-channel approach, brand management or medical society collaboration

Date Posted

08-Apr-2024

Closing Date

20-Oct-2024

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