

Taiwan Jobs Expertini®

District Manager - Gen Med South高雄

[Apply Now](#)

Company: 10634 GlaxoSmithKline Far East B.V. Taiwan Branch

Location: Taiwan

Category: other-general

To drive performance of your district by leading the field sales teams (Medical Representatives) to meet territory business objectives and establish GSK as the customer's key partner and advisor. This will be achieved through inspirational leadership, motivational coaching, and the development of the team's scientific knowledge, business planning and selling capabilities.

Business Leadership

Identify best opportunities

Expand peripheral vision to better understand market trends and customer decision making

Diagnose progress toward goals and opportunities, to understand the causes and implications of any variance

Quantify the opportunities and barriers that arise, to make sound business decisions

Prioritize the best opportunities to impact/grow the business

Optimize plans and resources

Build effective business plans aligned to GSK brand strategies and business unit priorities

Optimize effort and resources for greater business impact, making smart-risk resource reallocation decisions (within your decision rights)

Champion collaboration and teamwork with internal and external partners

Simplify the business direction and set clear team expectations for strategy, resources and goals

Execute with urgency

Proactively track and communicate progress toward goals and opportunities

Keep sharpening the focus on the most important behaviors and opportunities

Flex for success, adapting plans, acting decisively to maximize competitive opportunities

Hold team members accountable to timely, effective execution of their business plans

People Leadership

Inspire excellence Excite with a compelling vision for courageous execution of the business strategy Empower team members to act and feel accountable for their territory

performance Build courage and momentum by reinforcing potential, celebrating progress, and fostering healthy competition Raise the bar, objectively differentiating, calibrating and communicating performance levels

Maximize talent Select, develop and retain diverse talent, leveraging individual strengths and experience Accelerate development of your own and your team members' capabilities, for current and future roles Match your leadership style to the evolving needs of each person/situation Address performance problems swiftly, fairly and definitively

Lead through change

Foster an inclusive team culture that's trusting, candid, and safe, where diverse opinions are encouraged and respected

Champion continuous improvement and innovation, challenge the status quo and widely share best practices

Promote resilience and readiness to embrace change for success in our dynamic business

Accelerate progress through disruptive change, by providing the optimal direction/support each person needs

Coach for performance

Align on specific expectations and accountabilities for performance and development

Observe, evaluate and discuss performance, challenging team members to excel with timely, objective and aligned verbal and written feedback

Accurately diagnose any skill/will issues limiting performance, guide and support creation of high-impact action plans and hold team members accountable to implement them

Elevate performance by applying the GSK Coaching Model and skills, to create clarity, generate options and move to action

DEI

GSK is an Equal Opportunity Employer and we want GSK to be a workplace where everyone can feel a sense of belonging and thrive. All qualified applicants will receive equal consideration for employment without regard to disability, race/ethnicity, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity/expression, or age.

Disability

GSK is committed to being inclusive for people with disabilities. With support from our Global Disability Council and our employee resource group, the Disability Confidence Network, we are working hard to create an inclusive workplace where all our people can thrive. Since 2020, GSK has been an active member of the , a collection of 500 global companies all committed to placing disability inclusion on the leadership agenda. We are delivering on its objectives through our disability confidence plan.

***Li-GSK**

Why Us?

GSK is a global biopharma company with a special purpose – to unite science, technology and talent to get ahead of disease together – so we can positively impact the health of billions of people and deliver stronger, more sustainable shareholder returns – as an organization where people can thrive. Getting ahead means preventing disease as well as treating it, and we aim to positively impact the health of 2.5 billion people by the end of 2030.

Our success absolutely depends on our people. While getting ahead of disease together is about our ambition for patients and shareholders, it's also about making GSK a place where people can thrive. We want GSK to be a place where people feel inspired, encouraged and challenged to be the best they can be. A place where they can be themselves – feeling

welcome, valued and included. Where they can keep growing and look after their wellbeing. So, if you share our ambition, join us at this exciting moment in our journey to get Ahead Together.

Important notice to Employment businesses/ Agencies

GSK does not accept referrals from employment businesses and/or employment agencies in respect of the vacancies posted on this site. All employment businesses/agencies are required to contact GSK's commercial and general procurement/human resources department to obtain prior written authorization before referring any candidates to GSK. The obtaining of prior written authorization is a condition precedent to any agreement (verbal or written) between the employment business/ agency and GSK. In the absence of such written authorization being obtained any actions undertaken by the employment business/agency shall be deemed to have been performed without the consent or contractual agreement of GSK.

[Apply Now](#)

Cross References and Citations:

1. District Manager - Gen Med South高雄Moscovjobs Jobs TaiwanMoscovjobs ↗
2. District Manager - Gen Med South高雄Androidjobs Jobs TaiwanAndroidjobs ↗
3. District Manager - Gen Med South高雄Irelandjobs Jobs TaiwanIrelandjobs ↗
4. District Manager - Gen Med South高雄Scrumjobs Jobs TaiwanScrumjobs ↗
5. District Manager - Gen Med South高雄Barcelonajobs Jobs TaiwanBarcelonajobs ↗
6. District Manager - Gen Med South高雄ExpertiniJobs TaiwanExpertini ↗
7. District Manager - Gen Med South高雄Fitnessjobs Jobs TaiwanFitnessjobs ↗
8. District Manager - Gen Med South高雄Governmentjobsnearme Jobs Taiwan Governmentjobsnearme ↗
9. District Manager - Gen Med South高雄StudentjobsnearmeJobs Taiwan Studentjobsnearme ↗
10. District Manager - Gen Med South高雄losjobs Jobs Taiwanlosjobs ↗
11. District Manager - Gen Med South高雄Cinemajobs Jobs TaiwanCinemajobs ↗

12. District Manager - Gen Med South高雄 Dermatologistjobs Jobs Taiwan Dermatologistjobs ↗
13. District Manager - Gen Med South高雄 Searchamericanjobs Jobs Taiwan Searchamericanjobs ↗
14. District Manager - Gen Med South高雄 Financialjobs Jobs Taiwan Financialjobs ↗
15. District Manager - Gen Med South高雄 Denmarkjobs Jobs Taiwan Denmarkjobs ↗
16. District Manager - Gen Med South高雄 Socialmediajobopportunities Jobs Taiwan Socialmediajobopportunities ↗
17. District Manager - Gen Med South高雄 Searcheuropeanjobs Jobs Taiwan Searcheuropeanjobs ↗
18. District Manager - Gen Med South高雄 Trademethejobs Jobs Taiwan Trademethejobs ↗
19. District manager - gen med south高雄 Jobs Taiwan ↗
20. AMP Version of District manager - gen med south高雄 ↗
21. District manager - gen med south高雄 Taiwan Jobs ↗
22. District manager - gen med south高雄 Jobs Taiwan ↗
23. District manager - gen med south高雄 Job Search ↗
24. District manager - gen med south高雄 Search ↗
25. District manager - gen med south高雄 Find Jobs ↗

Source<https://tw.expertini.com/jobs/job/district-manager-gen-med-south-gao-xiong--taiwan-10634-glaxosmithklin-0d0f7f6c9c/>

Generated on: 2024-05-05 by Expertini.Com