



Assistant Manager

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Hiring Company

An international company provides tech service and pharma soluti

Job ID

1456551

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

November 14th, 2024 05:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Post Grad Degree (PHD/MBA etc)

Visa Status

Permission to work in Japan required

Job Description

[JOB RESPONSIBILITIES]

- Manage and lead sub-regional customer dialogues to understand technical needs.
- Conduct seminars, workshops, and training for customers and distributors to share technical expertise and support sales.
- Utilize technical expertise to communicate key selling points (UVP) and participate in sub-regional conferences.
- Recommend technical literature, aid field sales, and resolve customer complaints.
- Analyze to differentiate products and identify market gaps.
- Evaluate competitor products for market intelligence. Skillfully manage regional product launches.
- Build relationships with industry, government, and academic contacts. Ensure compliance with company policies and regulations.
- Collaborate with global teams for strategic pharmaceutical direction.
- Travel within Japan & Korea (40%)

【職務内容】

- 技術的なニーズを理解するために、小地域の顧客との対話を管理・主導
- 技術的な専門知識を共有し、販売をサポートするために、顧客や販売代理店向けのセミナー、ワークショップ、トレーニングを実施する
- 技術的専門知識を活用し、主要セールスポイント（UVP）を伝え、小地域の会議に参加する
- 技術文献を推奨し、フィールドセールスを支援し、顧客の苦情を解決する
- 製品を差別化し、市場ギャップを特定するための分析
- 市場情報のために競合製品を評価する。地域の製品発売を巧みに管理する
- 業界、政府、学術機関との関係構築 会社の方針と規制を確実に遵守し 戦略的な医薬品の方向性のためにグローバルチームと協力する。
- 日本および韓国への出張

【REQUIREMENTS】

- PhD in pharmaceutical sciences, chemistry, chemical engineering, biology, or related fields with 3 years of experience or a Master' degree with a minimum of 5 years of experience or, a bachelor's degree with 8 years of experience
- Native Japanese with Business level of English, conversational Korean is a plus

Company Description