



Commercial Manager

Flextime/Hybrid - Top Global Company

Job Information

Recruiter

iWill Capital G.K.

Hiring Company

Our client is a multinational medical device company

Job ID

1471977

Division

Finance

Industry

Medical Device

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 12 million yen

Refreshed

July 26th, 2024 05:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- The Commercial Manager plays a pivotal role in partnering with the Medical Japan Sales Director and the Japan Medical Management Team to drive strategic financial planning and operational excellence. This position is crucial for delivering business intelligence, leading financial planning processes, and supporting the launch and market strategy

of new medical products and franchises. The role ensures the alignment of financial strategies with the broader objectives of the Medical Asia Pacific and client company's corporate requirements.

This role sits within the Finance team and supports the Medical Asia Pacific Division to achieve their financial objectives, specifically focusing on:

- **Strategic Financial Leadership:** Guide financial planning and projection processes, including strategy development, annual budgeting, and regular forecasting. Lead the financial aspects of the go-to-market strategy for new products and franchises.
- **Business Intelligence and Support:** Deliver insightful business intelligence to the Japan Medical Leadership Team. Support strategic decision-making by providing accurate and timely advice on financial and non-financial impacts of business activities.
- **Operational and Strategic Support:** Manage significant initiatives to drive accountability and support monthly business reviews with Sales leaders. Assist in managing the integration of acquisitions and associated activities in line with corporate directives.
- **Collaboration and Communication:** Foster collaboration between Sales, Finance, and Business Services to enhance communication and thought leadership. Share financial knowledge and support cross-divisional projects within the wider APAC business.
- **Continuous Improvement and Risk Management:** Identify opportunities for business improvement across sales and operational processes, promoting a culture of continuous improvement. Communicate risks and opportunities effectively, proposing and implementing mitigation strategies.
- **Key Areas of Accountability:**

Adherence to Corporate and Statutory obligations

- This role requires co-ordination with the local accounting team and an understanding of the markets statutory and corporate obligations, to the extent that this impacts P&L for the Division.
- Financial Planning
- Drive the end to end Strat plan and long-term forecasting processes across the region.
- Drive the end-to-end forecasting and budgeting process
- Financial Reporting
- P&L ownership and monthly reporting
- Financial Analysis
- Analysis of monthly Sales and P&L and influence of key stakeholders to achieve both financial and non-financial metrics
- Support Directors and Divisions with ad-hoc analysis to drive intelligent decision making and continuous improvement
- Ensure margin considerations are factored into sales deals and commercial agreements
- Generate ideas and highlight opportunities to enhance sales and business performance
- Continuous Improvement Projects
- Completion of major improvement projects which are recognized as having a significant impact on the customers, processes or financial results in Medical Japan.
- Leadership
- Promote sharing of expertise within the team, the wider Finance team and business to achieve the best possible results for Finance.
- Presentation of monthly results to APAC Medical leadership teams, and Japan Medical Leadership team.
- Sales performance reporting and analysis

Required Skills

Knowledge:

- Strategic and business planning approaches
- Business partnering skills
- Change management strategies
- Relevant legislation and requirements, quality and regulatory programs
- Up-to-date knowledge of accounting standards for Regional accounting standards and US GAAP statutory compliance requirements.
- Business process and business improvement techniques

Skills:

- Business partnering at a Commercial Manager level
- Business Acumen
- Technical accounting skills,
- Change management and communication skills
- Strategic thinking and long-term objective planning
- Excellent \ Advanced Excel skills.

Experience:

- Proven business partnering experience providing decision support and finance/business intelligence that drove

business results

- Demonstrated track record of success in commercial manager position providing analysis and reporting to a Division, P&L management.
- Experience across audit, tax, and technical accounting queries.
- International Finance experience

Qualifications:

- Accounting/commerce/finance tertiary qualifications. Chartered Accountant qualification is desirable.

LANGUAGE:

- Fluent in Japanese
- Proficient in English

Company Description