

SPRINGER NATURE

Director Healthcare, Japan

研究、教育、専門領域において世界をリードする外資系出版社

Job Information

Hiring Company

Springer Nature Japan K.K.

Job ID

1490985

Industry

Publishing, Printing

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Hibiya Line, Kamiyacho Station

Salary

Negotiable, based on experience

Refreshed

August 21st, 2024 18:44

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About Springer Healthcare

Springer Healthcare is a leading global medical communications and education provider. Working in partnership with pharmaceutical companies and key opinion leaders, Springer Healthcare develop bespoke content delivered via multichannel solutions, providing the essential tools to support healthcare professionals in achieving the best possible outcomes for patients.

Position Overview:

To lead, direct and coordinate the Springer Healthcare Japan domestic operation successfully in order to meet sales, revenue, cost and profit budgets for Springer Healthcare Japan and ensure business success and growth in the Japanese region.

Key Responsibilities:

Ensure overall sales, revenue and profitability targets and budgets are met for Japan

- Deliver organic growth for both revenues and operating income to the expected levels.
- Accountable for budget planning, management and delivery in line with overall business strategy and plans.
- Collaborate with senior management to develop long-term business strategies.
- Provide insights and recommendations based on market trends and competitive analysis.
- Monitor key performance indicators (KPIs) and implement corrective actions as needed.

Leadership:

- Develop and implement effective business strategies to achieve company revenue targets.
- Identify and pursue new opportunities, building strong relationships with key clients and partners.
- Analyze sales data to identify trends, issues, and areas for improvement.
- Identify and capitalize on new business opportunities to expand the company's market presence.
- Develop and maintain relationships with key stakeholders, including clients, partners, and vendors.
- Represent the company at industry events and conferences.
- Prepare regular reports on sales performance, market trends, and office operations for senior management.

Provide strategic direction, leadership, team coordination and management support for all Healthcare staff in the Japan

- Manage and provide guidance to the sales, production and editorial teams, ensuring effective communication and collaboration, and the timely delivery of high-quality scientific content, products and services.
- Foster a positive and productive work environment, promoting teamwork and collaboration across all departments.
- Coordinate with department heads to ensure smooth business operations and effective communication.
- Communicate company goals, strategies, and updates ensuring transparent and effective communication within the office.
- Lead a team, including hiring, training, performance evaluations, and fostering a positive work environment to ensure high levels of employee engagement and productivity.
- Travel to client meetings domestically.

Work in conjunction with other relevant global/matrix teams so that a global approach to Healthcare strategic direction is maintained and fostered, and promote sharing of best practice

- Assist in the preparation of a 3-year strategic plan for Japan in line with the overall Healthcare business strategy.
- Liaise with Healthcare SMT members with direct business areas in Japan to ensure business concerns are addressed.
- Ensure synergies are exploited, all products are covered and that the key requirements of Healthcare are adhered to and those of Healthcare Japan are included in Health/Healthcare strategies and business plans.
- Provide relevant market intelligence to Senior Management.
- Maintain a current knowledge about the wider Health division, the Springer Nature group and all Healthcare products and services, to optimize collaboration and overall business potential.

Required Skills

Qualifications and Experience:

- Extensive experience in the healthcare/pharmaceutical or related industries preferably in the Scientific, Sales, or Publishing areas.
- Proven leadership, people and change management experience
- Experience working effectively in a matrix environment
- Experience effectively leading an office
- Previous experience of budget and financial management is essential.
- Requires specialist knowledge of the pharmaceutical industry, wide therapeutic area knowledge and understanding of the drug development process.
- In depth understanding of the Healthcare sector and a full range of Healthcare products and services.
- College/University degree required

Skills/knowledge:

- Strong analytical and financial/commercial acumen to ensure business plans are commercially sound and can be delivered profitably
- Leadership capabilities
- Ability to think strategically
- Strong sales ability
- Highly persuasive, articulate with an excellent level of negotiation skills
- Ability to focus self and staff upon clearly defined strategy and goals
- Ability to influence across peer group and upon non-directly managed reports
- Professional work ethic
- Staff management skills
- High degree of organisational and time management skills
- Computer literate (Microsoft Word, PowerPoint, Excel & Outlook)
- Fluent in Japanese and English

At Springer Nature, we value the diversity of our teams and work to build an inclusive culture, where people are treated fairly and can bring their differences to work and thrive. We empower our colleagues and value their diverse perspectives as we strive to attract, nurture and develop the very best talent. Springer Nature was awarded Diversity Team of the Year at the 2022 British Diversity Awards. Find out more about our DEI work here <https://group.springernature.com/gp/group/taking-responsibility/diversity-equity-inclusion>.

If you have any access needs related to disability, neurodivergence or a chronic condition, please contact us so we can make all necessary accommodation.

For more information about career opportunities in Springer Nature please visit <https://careers.springernature.com/>

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