



OTC Sales Strategy Specialist (Job Number: 2407022728W)

JNTLコンシューマーヘルス株式会社での募集です。法人営業（その他）のご経験...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

JNTLコンシューマーヘルス株式会社

Job ID

1492233

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 10 million yen

Work Hours

09:00 ~ 17:40

Holidays

【有給休暇】初年度 12日 3か月目から 【休日】完全週休二日制 土 日 祝日 年末年始 完全週休二日制 土 日 祝日 年末年...

Refreshed

August 30th, 2024 15:09

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2248047】

What you will do

The OTC Senior Specialist is responsible for Kenvue Selfcare business strategy in lined with short term and long term brand growth goal. By managing distinctive OTC brands such as Tylenol a global brand for painkiller with more than 140 years of history and Nicorette the No. 1 smoking cessation brand. The most exciting point of this position is to collaborate with external partner/distributor's team and engage wholesalers/customers for OTC products distribution and promotion. Business analysis and maximize business opportunity with partner/distributor in both offline and online channel. Business development

execution in cooperation with various stakeholders and customers to drive the business growth in Japan market.

■Key Responsibilities

- Planning monthly activity and analyze sales data to identify opportunities for improve sales activities and executional excellence
- Developing field sales activation plan and co operate with partner/distributor for Kenvue consumer Selfcare brands
- Engage various customers in retail channel for OTC products distribution and promotion
- Works closely related functions to implement annual/quarterly sales plan and necessary changes required to achieve objectives
- Ensure and monitor distributor's performance KPI monitoring market visit reports
- Ensures sales activities under national and company regulations policies and procedures

Required Skills

■Required Qualifications

- Bachelor's degree
- 3 5+ years of OTC business experience distributor/wholesale management experience is preferred
- Strong analytical data management
- Ownership mindset problem solving and project management skills
- Basic understanding of business development marketing
- Good communication negotiation skill
- Good inter personal relationship
- Proactive positive innovative mindset
- Fluent Japanese and English communication (Writing Oral) ability
- MS Office skills (Excel PPT Word) proficiency

■Desired Qualifications

- Sales strategy Trade marketing experience
- 8 10+ years of OTC business experience is preferred
- Experience working in a multinational company desirable.
- Ability to work in cross functional teams and across a matrix organization.

Company Description

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