



## 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**

January 17th, 2025 11:01

### 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

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## 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.

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## Company Description

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