



## Head – Business Development and Sales Management | 製薬業界での営業経験必須

Exclusive job

【東京/いわき勤務】 イタリア本社グローバルトップの製薬企業

### Job Information

#### Hiring Company

ICE S.p.A

#### Job ID

1494344

#### Division

Commercial

#### Industry

Pharmaceutical

#### Company Type

Small/Medium Company (300 employees or less) - International Company

#### Non-Japanese Ratio

About half Japanese

#### Job Type

Permanent Full-time

#### Location

Fukushima Prefecture

#### Salary

11 million yen ~ 13 million yen

#### Refreshed

September 17th, 2024 16:34

### General Requirements

#### Minimum Experience Level

Over 10 years

#### 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

**The Head - Business Development and Sales Management** will be in charge of increasing the value of the organization by managing and achieving budgeted commercial growth in both revenue and business value terms for allocated customers through regular communication with all stakeholders, and representing the organization in a professional manner that aligns with our strategic objectives and company values.

Moreover, He/she will:

- Identify, develop relationships and negotiate with customers through to order confirmation and work with internal departments to ensure customer satisfaction;
- Work closely with the wider executive team to improve market understanding, identify new commercial opportunities, market existing and new products;
- Participate at industry exhibitions, evaluate new products or new client opportunities, and design business development plans for these.

#### **Key responsibilities**

The Head – Business Development and Sales Management will be accountable for the following activities:

- Through the effective management of the products via in-house and / or in-market resources, to achieve agreed/budgeted targets or greater on the aggregated product portfolio
- Develop product & client plans for pricing strategies and where possible formalise supply arrangements
- Identify and develop commercial opportunities with existing and new customers and actively manage the relationships to ensure confidence through which we can achieve company consolidation & growth
- Report on market developments / competitor activity and the identification of new business development opportunities
- Internal liaison to ensure client needs and market opportunities are met in a timely manner
- Assist with the collation of all portfolio related commercial evaluations for new product development opportunities
- Actively manage any issues relating to customer sales or product related concerns raised internally
- Take responsibility for the preparation and negotiation of supply agreements as well as periodic price negotiations, with input from other managers as required

#### **Location**

Ideally Iwaki, Fukushima province but working from our satellite office in Tokyo is also fine

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#### **Required Skills**

Required education and skills

- Fluent in Japanese and English
  - University Degree
  - Proven previous experience in Business Development Projects
  - Highly detail oriented, motivated self-starter, organized, with excellent communication skills
  - Commercial / Business acumen – Understanding of accounting, cost management, budgeting, sales forecasting and sales / client management. Has a clear understanding of the environment of the business and the key drivers of commercial success. Formulates creative approaches to maximise business opportunities. Makes key business decisions based on assessment of facts, assumptions, and implications
  - Customer service orientation - Ability & desire to service Client. Focusing one's efforts on discovering and meeting the customer or client's needs
  - Proven experience in a commercial evaluation and the execution of commercial and contractual structures
  - Demonstrable understanding of negotiation tactics and strategies
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#### **Company Description**