CareerCross

MEDIDATA

Engagement Director (治験業務経験必須)

IT x ライフサイエンス

Job Information

Hiring Company
Medidata Solutions K.K.

Job ID
1495553

Division
Professional Services

Industry
Software

Company Type
International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Train Description
Yamanote Line, Tokyo Station

Salary
8.5 million yen ~ 11 million yen

Work Hours
Super Flex

Holidays
Weekends, Japanese Public Holidays, Company Holidays

Refreshed
November 20th, 2024 12:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Daily Conversation (Amount Used: English usage about 50%)

Minimum Japanese Level
Native

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Medidata: Powering Smarter Treatments and Healthier People

Medidata, a Dassault Systèmes company, is leading the digital transformation of life sciences, creating hope for millions of people. Medidata helps generate the evidence and insights to help pharmaceutical, biotech, medical device and diagnostics companies, and academic researchers accelerate value, minimize risk, and optimize outcomes. More than one million registered users across 2,000+ customers and partners access the world's most trusted platform for clinical development, commercial, and real-world data. Known for its groundbreaking technological innovations, Medidata has supported more than 30,000 clinical trials and 9 million study participants. Medidata is headquartered in New York City and has offices around the world to meet the needs of its customers. Discover more at **www.medidata.com** and follow us on **LinkedIn**, **Instagram**, and **X**.

About the Team:

While reporting to the Director in Professional Services team, Responsible for the relationship management of client accounts and day to day activities and for ensuring to deliver quality projects and services on time and within budget through effective management of Medidata resources.

At the director level, you perform proactively , leading large and complex projects. The role includes owning, deepening and expanding customer relationships through participation in client governance structures. This can involve to act as the primary escalation point in which resolution of complex issues is important.

This position follows a hybrid work model, offering flexible working hours.

Required Skills

Responsibilities:

- Identify new business opportunities within assigned accounts; and support sales activity within respective market segment
- Identify process improvements and lead strategy
- Collaborate with internal and external resources to achieve project goals
- Lead complex projects and clients, which may include a program of projects
- Lead project delivery to ensure that all deliverables are tracked and that documentation is current
- Manage client expectations and communications, and ensure overall client satisfaction
- Manage project scope and financials including forecasting, project budget, and accuracy of invoicing
- Create accurate and current project documentation
- Manage work requests with other departments
- Document minutes/action items during client and internal meetings; conduct appropriate follow-up
- Identify potential risks and plan appropriate mitigation; manage issues and lead appropriate resolution
- Experience establishing communication and engagement with prospects to all people involved
- Assure compliance with Medidata's standard project management methodologies, quality management system
- Collaborate with sales and review sales orders and change orders
- Deliver workshops and lead client meetings
- Coach new and junior team members

Qualifications:

- Degree from 4-year college or equivalent
- More than 8 years experience of IT project management in clinical/biomedical or software development environment
- Demonstrate experience in an advisory capacity
- Anticipate and mitigate complex issue and risks thus minimizing escalations
- Mentor other team members and serve as a team leader
- Identify and suggest improvements which increase the value proposition for Medidata and the client
- Knowledge of Medidata (or similar) products determined by requirements of the role
- Have a understanding of clinical research (pharmaceutical/device/biotech) and of clinical research SaaS technology
- Experience establishing communication and engagement with prospects
- Exhibit the skills of managing the time to achieve the goal along with the teamwork
- Experience leading project teams and meeting project timelines
- Enthusiastic or determined to do or achieve without needing to be encouraged and assuming responsibility as a professional
- Experience creating and delivering presentations
- Travel expectations up to 20%

Company Description