

**MichaelPage**

www.michaelpage.co.jp

Business Development Manager

Pharma - Business Development Manager

Job Information

Recruiter

Michael Page

Hiring Company

US Pharmaceutical Company

Job ID

1506175

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 13 million yen

Work Hours

Monday - Friday 09:00 - 17:00

Refreshed

November 22nd, 2024 10:46

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- Drive business growth and manage risks across the product lifecycle for various therapy areas in Japan. Collaborate with internal teams and external stakeholders to secure strategic partnerships, in-license late-stage assets, and manage divestitures.

Client Details

- Join a leading global pharmaceutical organization recognized for its innovation and commitment to healthcare. The company offers a collaborative environment and access to cutting-edge resources to support your success in a strategic BD role.

Description

- Identify and assess new business opportunities through market research and industry events.
- Develop and align local BD strategies with global investment goals.
- Lead valuations, financial analyses, and stakeholder presentations.
- Negotiate and finalize deals, including contracts, term sheets, and divestitures.
- Facilitate alliance governance and maintain strong partnerships.
- Act as a key liaison between global and local teams for approvals and project delivery.
- Build relationships with external stakeholders to advance business objectives.

Job Offer

- Drive strategic growth and collaborate on high-impact projects with a global leader
- Gain exposure to international partnerships and cutting-edge therapies
- Work closely with local and global leadership on high-stakes initiatives
- Competitive compensation, including performance-based incentives
- Opportunities for career advancement in a dynamic environment
- Flexible work arrangements and a culture that values work-life balance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Ed Marsden on +813 6832 8981.

Required Skills

- The ideal candidate has over 5 years of pharmaceutical industry experience, fluency in Japanese and business-level English, and a strategic mindset. Expertise in BD processes, financial analysis, and alliance governance is essential. Strong communication, negotiation, and networking skills are required, with a preferred background in science or advanced education.

Company Description

Major global Pharmaceutical company, with wide portfolio of assets covering multiple therapeutic areas