

MichaelPage

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Sales Force Effectiveness Manager

SFE Manager

Job Information

Recruiter
[Michael Page](#)
Hiring Company

Pharmaceutical Company

Job ID

1506825

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 26th, 2024 17:19

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 sales force effectiveness and resource allocation strategies for a growing pharmaceutical pipeline. Collaborate across departments to deliver data-driven insights and actionable plans.

Client Details

- Our client is a science driven biopharmaceutical innovator dedicated to addressing unmet needs and improving patients' lives through cutting-edge solutions. With a global presence, they focus on developing best-in-class and first-in-class treatments in high-growth therapeutic areas, utilizing proprietary technology platforms.

Description

- Work with marketing and sales teams to plan effective sales strategies.

- Provide data-driven insights to inform commercial and development decisions.
- Analyze and optimize promotional resources and channel efficiency.
- Collaborate with sales leaders to design regional and territorial structures.
- Profile healthcare professionals and define precise market segments.
- Identify target physicians and establish visit goals to enhance engagement.
- Develop and refine incentive plans in collaboration with leadership.
- Monitor sales KPIs and support managers in implementing performance improvements.

Job Offer

- Competitive salary and performance bonuses.
- Stock options and pension plans.
- Super-flex working hours and hybrid remote options (up to 2 days/week).
- Comprehensive insurance and holiday benefits, including year-end holidays.

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

- Experience in pharmaceutical commercial data analysis.
 - Strong Excel skills and familiarity with industry data.
 - Proven communication skills across departments.
 - Sales experience with top hospitals or key opinion leaders (KOLs).
 - Marketing experience in pharma is a plus.
 - Intermediate English proficiency.
 - Team-oriented and innovation-driven mindset.
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Company Description

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