

**MichaelPage**

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## [Pharma] Salesforce Effectiveness, Senior Manager

### Salesforce Effectiveness Manager

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1507772

**Industry**

Pharmaceutical

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

9 million yen ~ 14 million yen

**Refreshed**

December 4th, 2024 18:05

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Basic

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

Drive analyzing performance-related data (sales activity results, sales results, market data, etc.), identifying issues, devising solutions.

**Client Details**

Our client is fast growing global Pharma company. The company is now in expansion for Japan office.

**Description**

- Drive Sales planning project
- SFE strategy planning (segmentation and targeting based on market potential, territory alignment, sales target allocation, KPI setting, omni-channel strategy including digital)
- Formulate incentive evaluation scheme and KPI setting
- Data visualization/ KPI dashboard

**Job Offer**

- Competitive salary and compensation
- Great career progression
- Hybrid work style

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nalisala Karnnganunvichit on +81 3 6832 8650.

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### Required Skills

- 3 years of Experience in sales planning, sales promotion, and commercial operations in the pharmaceutical industry
  - Ability to develop insight and strategy from Data
  - Able to work with cross functional team such sales, marketing
  - Experience in rare disease is a plus
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### Company Description

Global Pharmaceutical company