

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.

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