

# Michael Page

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## Pricing Manager

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#### Job Information

**Recruiter**
[Michael Page](#)
**Hiring Company**

US Pharmaceutical Company

**Job ID**

1522607

**Industry**

Pharmaceutical

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 13 million yen

**Work Hours**

Monday - Friday (09:00 - 18:00)

**Refreshed**

February 19th, 2025 16:42

#### 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

- This role shapes pricing strategy and commercial policy for a leading aesthetics brand, ensuring revenue growth and market competitiveness. The position involves pricing management, strategic planning, and collaboration across sales, marketing, and finance.

#### Client Details

- A global leader in aesthetics, offering innovative products across facial injectables, body contouring, and skincare. The company is known for its commitment to excellence, education, and customer-focused service.

#### Description

- Lead pricing strategy and approvals based on commercial policy

- Manage pricing data, classification, and customer segmentation
- Develop route-to-market strategies and commercial deals
- Oversee business case analysis and revenue growth initiatives
- Ensure commercial policies align with market and customer needs
- Lead internal and external communications on pricing and product changes
- Drive trade process improvements and technology adoption
- Manage relationships with wholesalers and key accounts

#### **Job Offer**

- Lead commercial strategy in a high-growth aesthetics market
- Work with cross-functional teams on impactful business initiatives
- Competitive compensation and career development opportunities
- International collaboration within a dynamic environment

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

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#### **Required Skills**

- Experience in pricing, commercial strategy, or business development
  - Background in consumer healthcare, OTC, or medical devices
  - Strong analytical skills and financial acumen
  - Ability to build strategic relationships and influence stakeholders
  - Skilled in problem-solving, process improvement, and execution
  - Customer-focused mindset with excellent negotiation skills
  - Fluent in Japanese, with English reading and writing proficiency
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#### **Company Description**

A global leader in aesthetics, offering innovative products across facial injectables, body contouring, and skincare. The company is known for its commitment to excellence, education, and customer-focused service.