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![Michael Page — www.michaelpage.co.jp]

Business Anayltics Lead

Commercial Analytics Senior Manager

Job Information

Recruiter
Michael Page

Hiring Company
EU Pharmaceutical Company

Job ID
1529073

Industry
Pharmaceutical

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
13 million yen ~ 15 million yen

Work Hours
Monday - Friday 09:00 - 17:00

Refreshed
March 25th, 2025 18:04

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

The Business Analytics Lead will manage commercial forecasting and deliver predictive analytics to senior leadership, working with cross-functional teams to enhance brand performance and marketing effectiveness. Expertise in pharmaceutical forecasting, data science, and analytics tools is essential to drive strategic insights and support upcoming product launches.

Client Details

- A leading pharmaceutical company is seeking a Business Analytics Lead to join their Insights and Analytics (I&A) team in Tokyo. In this role, you will lead commercial forecasting activities and deliver predictive analytics to senior leadership, collaborating with cross-functional teams to optimize marketing effectiveness and support data-informed decision-making.

Description

- Lead the development of short- and long-range sales forecasts for in-line and future indications

- Provide strategic insights and ad-hoc support to Commercial teams as a Brand Analytics expert

- Collaborate with Marketing and Brand teams to develop patient, volume, and revenue forecasts

- Apply data science techniques to generate predictive insights and improve marketing effectiveness

- Develop and measure KPIs related to brand strategy and performance

- Create dashboards and reports to translate data into actionable insights for leadership

- Partner with Advanced Analytics colleagues to optimize promotional spend and assess business levers

- Liaise with external vendors for Sales Force Effectiveness reports

- Ensure data accuracy by collaborating with data management teams

- Experience in pharmaceutical or biotech forecasting and analytics

- Strong business acumen with the ability to translate data into actionable insights

- Expertise in pharmaceutical data sources (e.g., IQVIA, specialty pharmacy data)

- Proficiency in CRM systems (e.g., Veeva, Salesforce) and BI tools (e.g., Tableau, Qlik Sense)

- Advanced analytics skills, including data modeling and statistical techniques

- Excellent communication and presentation skills, with the ability to influence senior leadership

- Leadership experience in a matrixed environment

- Bachelor's degree required; advanced degree (MBA, MS, MD, PhD) preferred

Job Offer

- Competitive salary with performance-based bonuses

- Comprehensive benefits, including healthcare, retirement plans, and wellness programs

- Career development opportunities with access to training and mentorship

- Collaborative and diverse work environment with a focus on innovation and growth

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

- 5+ years of experience in pharmaceutical or biotech forecasting and analytics

- Strong business acumen with the ability to translate data into actionable insights

- Expertise in pharmaceutical data sources (e.g., IQVIA, specialty pharmacy data)

- Proficiency in CRM systems (e.g., Veeva, Salesforce) and BI tools (e.g., Tableau, Qlik Sense)

- Advanced analytics skills, including data modeling and statistical techniques

- Excellent communication and presentation skills

- Leadership experience in a matrixed environment

- Bachelor's degree required; advanced degree preferred

Company Description

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