

Senior Manager - Japan Representative - Global API

Pharma - Business Manager

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

採用企業名

API Manufacturing Company

求人ID

1485870

業種

医薬品

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 2500万円

勤務時間

Monday - Friday 09:00 - 18:00

更新日

2024年07月09日 19:21

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

- Join the Japan business as 1st hire and lead Sales and Business Development for the API market in Japan. Drive expansion and manage key client relationships in this pivotal role.

Client Details

- Our client is a leading developer and manufacturer of high-value active pharmaceutical ingredients (APIs) in chronic therapeutic areas. They are committed to innovation, high standards of quality, and compliance, providing sustainable API solutions to the pharmaceutical industry globally.

Description

- Manage existing business in Japan, ensuring sales and revenue targets are met

- Expand business with the current customer base by identifying additional opportunities
- Identify and develop new customer relationships in the target market
- Prepare, implement, and monitor long-term business plans for the next five years

Job Offer

- Competitive salary and benefits
- Opportunities for professional growth and development
- Flexible working arrangements and a supportive work 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.

スキル・資格

- Master's/Diploma in Sales/Marketing
 - At least 3 years of sales experience in a generic API company, focused on the Japanese market
 - Strong understanding of commercial, technical, and regulatory aspects of the API business
 - Effective communication, interpersonal, and negotiating skills
 - Proficiency in Japanese and strong cross-cultural understanding
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会社説明

Multinational API Manufacturing company with a strong global presence