



## OTC Sales Strategy Specialist (Job Number: 2407022728W)

JNTLコンシューマーヘルス株式会社での募集です。法人営業（その他）のご経験...

### 募集職種

#### 人材紹介会社

株式会社ジェイ エイ シー リクルートメント

#### 採用企業名

JNTLコンシューマーヘルス株式会社

#### 求人ID

1492233

#### 業種

日用品・化粧品

#### 会社の種類

外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

700万円 ~ 1000万円

#### 勤務時間

09:00 ~ 17:40

#### 休日・休暇

【有給休暇】初年度 12日 3か月目から 【休日】完全週休二日制 土 日 祝日 年末年始 完全週休二日制 土 日 祝日 年末年...

#### 更新日

2025年01月31日 07:00

### 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

ビジネス会話レベル

#### 日本語レベル

ネイティブ

#### 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

【求人No NJB2248047】

#### ■What you will do

The OTC Senior Specialist is responsible for Kenvue Selfcare business strategy in lined with short term and long term brand growth goal. By managing distinctive OTC brands such as Tylenol a global brand for painkiller with more than 140 years of history and Nicorette the No. 1 smoking cessation brand. The most exciting point of this position is to collaborate with external partner/distributor's team and engage wholesalers/customers for OTC products distribution and promotion. Business analysis and maximize business opportunity with partner/distributor in both offline and online channel. Business development

execution in cooperation with various stakeholders and customers to drive the business growth in Japan market.

■Key Responsibilities

- Planning monthly activity and analyze sales data to identify opportunities for improve sales activities and executional excellence
- Developing field sales activation plan and co operate with partner/distributor for Kenvue consumer Selfcare brands
- Engage various customers in retail channel for OTC products distribution and promotion
- Works closely related functions to implement annual/quarterly sales plan and necessary changes required to achieve objectives
- Ensure and monitor distributor's performance KPI monitoring market visit reports
- Ensures sales activities under national and company regulations policies and procedures

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スキル・資格

■Required Qualifications

- Bachelor's degree
- 3 5+ years of OTC business experience distributor/wholesale management experience is preferred
- Strong analytical data management
- Ownership mindset problem solving and project management skills
- Basic understanding of business development marketing
- Good communication negotiation skill
- Good inter personal relationship
- Proactive positive innovative mindset
- Fluent Japanese and English communication (Writing Oral) ability
- MS Office skills (Excel PPT Word) proficiency

■Desired Qualifications

- Sales strategy Trade marketing experience
- 8 10+ years of OTC business experience is preferred
- Experience working in a multinational company desirable.
- Ability to work in cross functional teams and across a matrix organization.

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会社説明

健康関連用品の輸入・製造販売