

Head – Business Development and Sales Management | 製薬業界での営業経験必須 

【東京/いわき勤務】 イタリア本社グローバルトップの製薬企業

募集職種

採用企業名

ICE S.p.A

求人ID

1494344

部署名

Commercial

業種

医薬品

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

福島県

給与

1100万円 ~ 1300万円

更新日

2025年04月08日 03:00

応募必要条件

職務経験

10年以上

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

The Head - Business Development and Sales Management will be in charge of increasing the value of the organization by managing and achieving budgeted commercial growth in both revenue and business value terms for allocated customers through regular communication with all stakeholders, and representing the organization in a professional manner that aligns with our strategic objectives and company values.

Moreover, He/she will:

- Identify, develop relationships and negotiate with customers through to order confirmation and work with internal departments to ensure customer satisfaction;
- Work closely with the wider executive team to improve market understanding, identify new commercial opportunities, market existing and new products;
- Participate at industry exhibitions, evaluate new products or new client opportunities, and design business development plans for these.

Key responsibilities

The Head – Business Development and Sales Management will be accountable for the following activities:

- Through the effective management of the products via in-house and / or in-market resources, to achieve agreed/budgeted targets or greater on the aggregated product portfolio
- Develop product & client plans for pricing strategies and where possible formalise supply arrangements
- Identify and develop commercial opportunities with existing and new customers and actively manage the relationships to ensure confidence through which we can achieve company consolidation & growth
- Report on market developments / competitor activity and the identification of new business development opportunities
- Internal liaison to ensure client needs and market opportunities are met in a timely manner
- Assist with the collation of all portfolio related commercial evaluations for new product development opportunities
- Actively manage any issues relating to customer sales or product related concerns raised internally
- Take responsibility for the preparation and negotiation of supply agreements as well as periodic price negotiations, with input from other managers as required

Location

Ideally Iwaki, Fukushima province but we welcome further discussion during the interview regarding preferences on working location and arrangements.

スキル・資格

Required education and skills

- Fluent in Japanese and English
- University Degree
- Proven previous experience in Business Development Projects
- Highly detail oriented, motivated self-starter, organized, with excellent communication skills
- Commercial / Business acumen – Understanding of accounting, cost management, budgeting, sales forecasting and sales / client management. Has a clear understanding of the environment of the business and the key drivers of commercial success. Formulates creative approaches to maximise business opportunities. Makes key business decisions based on assessment of facts, assumptions, and implications
- Customer service orientation - Ability & desire to service Client. Focusing one's efforts on discovering and meeting the customer or client's needs
- Proven experience in a commercial evaluation and the execution of commercial and contractual structures
- Demonstrable understanding of negotiation tactics and strategies

会社説明