

Business Development Manager

Pharma - Business Development 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

US Pharmaceutical Company

求人ID

1506175

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 ~ 1300万円

勤務時間

Monday - Friday 09:00 - 17:00

更新日

2024年11月22日 10:46

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

- Drive business growth and manage risks across the product lifecycle for various therapy areas in Japan. Collaborate with internal teams and external stakeholders to secure strategic partnerships, in-license late-stage assets, and manage divestitures.

Client Details

- Join a leading global pharmaceutical organization recognized for its innovation and commitment to healthcare. The company offers a collaborative environment and access to cutting-edge resources to support your success in a strategic BD role.

Description

- Identify and assess new business opportunities through market research and industry events.
- Develop and align local BD strategies with global investment goals.
- Lead valuations, financial analyses, and stakeholder presentations.
- Negotiate and finalize deals, including contracts, term sheets, and divestitures.
- Facilitate alliance governance and maintain strong partnerships.
- Act as a key liaison between global and local teams for approvals and project delivery.
- Build relationships with external stakeholders to advance business objectives.

Job Offer

- Drive strategic growth and collaborate on high-impact projects with a global leader
- Gain exposure to international partnerships and cutting-edge therapies
- Work closely with local and global leadership on high-stakes initiatives
- Competitive compensation, including performance-based incentives
- Opportunities for career advancement in a dynamic environment
- Flexible work arrangements and a culture that values work-life balance

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

- The ideal candidate has over 5 years of pharmaceutical industry experience, fluency in Japanese and business-level English, and a strategic mindset. Expertise in BD processes, financial analysis, and alliance governance is essential. Strong communication, negotiation, and networking skills are required, with a preferred background in science or advanced education.

会社説明

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