

## Sales Force Effectiveness Manager

## SFE 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

Pharmaceutical Company

## 求人ID

1506825

## 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26日 17:19

## 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 sales force effectiveness and resource allocation strategies for a growing pharmaceutical pipeline. Collaborate across departments to deliver data-driven insights and actionable plans.

## Client Details

- Our client is a science driven biopharmaceutical innovator dedicated to addressing unmet needs and improving patients' lives through cutting-edge solutions. With a global presence, they focus on developing best-in-class and first-in-class treatments in high-growth therapeutic areas, utilizing proprietary technology platforms.

## Description

- Work with marketing and sales teams to plan effective sales strategies.

- Provide data-driven insights to inform commercial and development decisions.
- Analyze and optimize promotional resources and channel efficiency.
- Collaborate with sales leaders to design regional and territorial structures.
- Profile healthcare professionals and define precise market segments.
- Identify target physicians and establish visit goals to enhance engagement.
- Develop and refine incentive plans in collaboration with leadership.
- Monitor sales KPIs and support managers in implementing performance improvements.

#### Job Offer

- Competitive salary and performance bonuses.
- Stock options and pension plans.
- Super-flex working hours and hybrid remote options (up to 2 days/week).
- Comprehensive insurance and holiday benefits, including year-end holidays.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Ed Marsden on +813 6832 8981.

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#### スキル・資格

- Experience in pharmaceutical commercial data analysis.
- Strong Excel skills and familiarity with industry data.
- Proven communication skills across departments.
- Sales experience with top hospitals or key opinion leaders (KOLs).
- Marketing experience in pharma is a plus.
- Intermediate English proficiency.
- Team-oriented and innovation-driven mindset.

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#### 会社説明

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