

MichaelPage

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Commercial Strategy & Operations Leader - IVD

Strategic Leadership in Diagnostics

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

求人ID

1534980

業種

医薬品

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1100万円 ~ 1700万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2025年04月24日 15:19

応募必要条件

職務経験

6年以上

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

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

Lead strategic planning, performance improvement, and commercial excellence initiatives in a new high-visibility team within the IVD division. You'll partner across functions to translate insights into action, enabling data-driven decisions and optimized business execution.

Client Details

This global healthcare innovator is committed to advancing diagnostic solutions that improve patient outcomes. Known for its cutting-edge technologies and strong ethical foundation, the company provides a dynamic and inclusive environment for top talent to thrive and make a real-world impact.

Description

- Develop and execute comprehensive business plans with data-driven insights (MTA, MBR, forecasts).
- Conduct in-depth analyses at both macro (market trends) and micro (individual accounts) levels.
- Identify and lead commercial improvements across strategy, execution, and operations.
- Collaborate with marketing to define segmentation, positioning, and execution frameworks.
- Optimize key sales processes: CRM, S&OP, sales incentives, product conversions.
- Drive DX initiatives and cross-functional strategic projects to completion.
- Partner with sales teams to monitor KPIs and ensure goal achievement through analytical insights.
- Support LS leadership with business decisions via actionable analysis and recommendations.

Job Offer

- Competitive salary (JPY 11M-17M based on experience).
- Flexible work-from-home policy and full suite of benefits including flextime, company housing, and retirement plans.
- Career development within a global organization committed to innovation and employee well-being.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.

スキル・資格

- 10+ years in the healthcare/IVD industry, with 5+ years in leadership roles.
- Deep knowledge of IVD market, hospital operations, sales channels, and reimbursement systems.
- Proven ability to lead cross-functional projects and optimize commercial performance.
- Fluent in English; business-level Japanese.
- Strong stakeholder management and strategic thinking with a bias for action.

会社説明

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