



PR/108301 | Deputy Business Head-Life Science / Business Head-Life Science

Job Information

Recruiter

JAC Recruitment India

Job ID

1548448

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:44

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Deputy Business Head-Life Science/Business Head-Life Science (Life Science department)

Location: Mumbai

Experience: min. 12 - 14 years' experience in pharma industry/trading company.

Key requirements-Candidates:

- Bulk Drug/API – Sales Experience – Japan market
- International- Export Experience (International travelling experience to overseas customers can also be strong point we look upon)
- Knowledge of Japan regulations for Bulk Drug/API registrations
- Candidates from Japanese trading house with pharmaceutical experience can be Cultural fit

Essentials Requirement:

Postgraduate – Pharmacy (or Chemical Science (MSc Chemistry) as 2nd best)
12 - 14 years of Commercial Experience (not Regulatory Affairs or Corporate) - Handling Pharma Intermediates/API Business (or Contract manufacturing (or) Trading Business – Pharmaceutical Items as 2nd best)

Skills Requirement:

Expertise knowledge is required in Pharmaceutical, Chemical, Biology, Medical, Manufacturing/engineering and Analytical Laboratories for Chemical Synthesis.

Language – Fluent English, including technical terms required for expertise knowledge
Communications with Foreigners (mainly Japanese),
Negotiations for trading business
Proficiency – All the Microsoft tools, mainly Excel, PowerPoint
Confident and self-motivated person

Job Role:

Day-to-day close communications with International Japanese Pharmaceuticals company, and Indian Manufacturers for Pharmaceutical Products (so called, Active Pharmaceutical Ingredients)/ Contract Manufacturing Organizations for Pharmaceutical Intermediates.

Attendance with Japanese Pharmaceutical Companies for business meeting with and for Plant/ Laboratory Auditing to Indian Manufacturers of Pharmaceutical Ingredients/Intermediates, including the translation into English for the specific technical terms.

Being engaged in Sales/ Gross Trading Profit Budget and work for increasing Gross Trading Profit of Chennai Office.

Develop new business, by using the skill/experience/customer relations of new employee to the current Pharmaceutical Business by Chennai Office, under supervise of Business Head.

Transparent and open communications for supporting Teamwork, especially for Business Head and for upgrading Pharmaceutical Business of Life Science Dept. by introducing the special skill/experience/customer relations of new employee, if the new employee is equipped with such special skill/experience/customer relations.

Collect and provide market information, such as any information (financial, personnel, products, customer relations) of Indian Manufacturers, with or without related to business of Chennai Office/Life Science Dept, Competitors Information, to report/share to Deputy General Manager to utilize that information for increasing Gross Trading Profit of Chennai Office/Life Science Dept

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Company Description