



## PR/095385 | Franchise Head

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1566486

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

January 6th, 2026 11:01

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Location: Ho Chi Minh City

#### JOB RESPONSIBILITIES

- Lead the Vaccines Franchise with strong commercial and strategic leadership to achieve portfolio P&L goals and sustainable growth.
- Develop and execute portfolio strategy based on scientific insight, market intelligence, and public health needs to expand brand market share.
- Ensure optimal product positioning by engaging with key external stakeholders, including MoH, Who, Unicef, VNVC, HCPs, government agencies, to achieve patient and business objectives.
- Drive launch excellence by collaborating with cross-functional teams on pre-launch and launch readiness for vaccines and related products.
- Champion patient-centric innovation across commercialization and marketing programs, ensuring relevance and

impact.

- Oversee sales force deployment aligned with strategic priorities and commercial targets.
- Foster cross-functional collaboration with Medical, Government Affairs, Supply Chain, Regulatory, and Communications to deliver integrated business outcomes.
- Support diagnostic landscape development to enable early patient identification and improve treatment journeys.
- Manage inventory effectively in line with policy and business plans.
- Ensure ethical business conduct and full compliance to protect organizational reputation.
- Lead multiple projects in a fast-paced environment with agility and focus.
- Develop talent and build leadership capabilities, coaching and mentoring team members through performance and career development.

#### JOB REQUIREMENTS

- Bachelor's degree in Pharmacy, Medicine, or Life Sciences is required; an advanced degree (e.g., MBA) is preferred.
- Minimum 5+ years of Sales and Marketing leadership experience, with a strong track record in launching and growing pharmaceutical products.
- Deep expertise in Vaccines with a solid understanding of immunology and public health dynamics.
- Proven success in cross-functional collaboration, including Medical, Regulatory, Government Affairs, and Supply Chain.
- Strong ability to influence and manage internal and external stakeholders, including MoH, Who, Unicef, VNVC, HCPs, government bodies, and payers.
- Experience in media relations and crisis management is an advantage.
- Excellent interpersonal skills, with flexibility and resilience to navigate complexity and high-pressure situations.
- Demonstrated leadership, communication, budget management, presentation, and negotiation skills with fluency in English and Vietnamese.
- Strong business and financial acumen, with strategic thinking and operational excellence.
- A collaborative, team-oriented mindset, committed to delivering AZ's strategic priorities and developing talent.
- Experience with digital and data driven marketing is an advantage.

#### BENEFITS

- Packages and benefits for proficient and qualified candidates.
- Be part of a winning dream team and colleagues.

#LI-JACVN

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#### Company Description