



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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.vn/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.vn/terms-of-use>

Company Description