



## 【Finance】 Pricing Manager Pricing Market Access (Fluent Englis...

アストラゼネカ株式会社での募集です。事業企画・事業開発のご経験のある方は歓迎...

### Job Information

#### Recruiter

JAC Recruitment Co., Ltd.

#### Hiring Company

アストラゼネカ株式会社

#### Job ID

1573733

#### Industry

Pharmaceutical

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

7 million yen ~ 14 million yen

#### Work Hours

09:00 ~ 17:15

#### Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【有給休暇】※入社月により付与日数が異なります。詳細はオファー時に通知いたします ...

#### Refreshed

May 2nd, 2026 21:00

### General Requirements

#### Career Level

Mid Career

#### Minimum English Level

Fluent

#### Minimum Japanese Level

Native

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

【求人No NJB2353382】

【職務内容 Job Description】

Establish optimal Pricing Market Access strategy for key products from an earlier development stage (PII~JNDA) .  
Achieve target price for reasonable products through strategic negotiations with MHLW.

・ Lead strategic price negotiation with MHLW on responsible products and manage preparation for the negotiation. ・

- Assess price potential of assigned products under close collaboration with Market Access group.
  - Contribute to business planning with insightful analysis on healthcare pricing environment change through close monitoring of discussion at Government councils and pricing tendency. ·
  - Collaborate with other departments to gain support for optimal pricing based on pricing strategy for responsible products.
  - Collaborate with Global Pricing Market Access in order to align our pricing strategy on responsible products with global strategy and gain support from global team as needed basis.
  - Build strong relationship with MHLW officials and industry colleagues through trade association activities and leverage them for optimal pricing outcome. ·
  - Educate stakeholders in the global HQs about Japanese pricing system and health insurance related systems.
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## Required Skills

### 【経験 / Experience】

#### <必須 / Mandatory>

- Negotiations with MHLW in terms of new drug pricing. · Experience of working to develop assumptions on new drug prices/price forecast on the future. · Experience of working in a multi national pharmaceutical company.

#### <歓迎 / Nice to have>

- Experience of working with members from other companies on the activities in trade associations. · Experience of cost effectiveness assessment · Experience of working on new drug pricing in MHLW.

### 【資格 / License】

#### <必須 / Mandatory>

- Bachelors degree in relevant field (Marketing Science Economics or pharmacists etc.) ·

#### <歓迎 / Nice to have>

- Pharmacist license · Medical medical license

### 【能力 / Skill set】

#### <必須 / Mandatory>

- Excellent knowledge of healthcare business and reimbursement pricing regulations in Japan. · Interpersonal and communication / persuasion skills with ability to influence others without authority · Strong analytical ability · High degree of accuracy with attention to detail

#### <歓迎 / Nice to have>

- Excellent PC skills · Clinical Development Knowledge · Familiarity with operating in Global business

### 【語学 / Language】

#### <必須 / Mandatory>

Japanese : Fluent inspeaking excellent writing skills

English : Fluent in speaking business level proficiency in writing

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## Company Description

医療用医薬品の開発、製造及び販売