



医薬品API事業マネージャー / Pharmaceutical API Business Manager

グローバルAPIメーカーとの商談主導

Job Information

Recruiter

[Hire Pundit Japan Corporation](#)

Job ID

1575630

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

11 million yen ~ 14 million yen

Refreshed

February 17th, 2026 00:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- 日本のジェネリック医薬品メーカー向けにAPI販売・事業拡大をリードする
- 既存および新規顧客の開拓・契約締結・売上達成を担当
- DMF対応、CEP、USDMF、PMDA承認済みAPIなどポートフォリオを提案
- 顧客（調達、R&D、QA、規制担当）との強固な関係を構築
- 契約交渉、価格設定、長期供給契約の管理を実施
- 海外製造パートナーおよび社内チームと連携し、納期・品質を確保

- 市場動向、競合情報、特許切れジェネリック情報を収集・報告
 - 高い裁量で事業戦略に関与し、チームとともに成果を最大化
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- Lead API sales and business growth for Japanese generic pharmaceutical companies
 - Manage new and existing accounts, contracts, and achieve sales targets
 - Promote API portfolio including DMF-supported, CEP, USDMF, PMDA-ready products
 - Build strong relationships with procurement, R&D, QA, and regulatory teams
 - Handle contract negotiation, pricing, and long-term supply agreements
 - Coordinate with global manufacturing partners and internal teams for timely delivery
 - Monitor market trends, competitor activity, and generics pipeline; report insights
 - High-autonomy role contributing to business strategy and team success
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Required Skills

- 15年以上の医薬品APIまたはB2B営業経験
 - 日本のジェネリック医薬品メーカー向け営業経験があることが望ましい
 - 海外APIメーカー（インド・中国等）との商談経験があることが望ましい
 - 契約管理、価格交渉、売上目標達成の実績
 - 顧客折衝・関係構築力、交渉力
 - 論理的思考力、問題解決力、細部への注意力
 - 日本語ビジネスレベル（英語は必須ではない）
 - Microsoft Office（Word、Excel、PowerPoint）スキル
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- 15+ years' experience in API sales or pharmaceutical B2B sales
 - Experience selling to Japanese generic pharmaceutical companies preferred
 - Experience liaising with global API manufacturers (India, China, etc.) preferred
 - Proven track record in contract management, pricing, and achieving sales targets
 - Strong customer relationship, negotiation, and account management skills
 - Analytical thinking, problem-solving, and attention to detail
 - Business-level Japanese (English not mandatory)
 - Proficient in Microsoft Office (Word, Excel, PowerPoint)
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Company Description