



【950～1450万円】 [Japan] Manager Commercialisation at Santen

参天製薬株式会社での募集です。 メディカルマーケティング・プロダクトマネジメン...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

参天製薬株式会社

Job ID

1578627

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 14 million yen

Work Hours

08:30 ~ 17:15

Holidays

【有給休暇】有給休暇は入社時から付与されます 年次有給休暇 ※入社時期により付与日数が異なります。 ・4月から9月に入社した方...

Refreshed

February 19th, 2026 16:40

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 NJB2360080】

Job Description

Position Purpose

As Manager of Commercialisation within the Global Commercial strategy team the objective of this role is mainly to drive late stage pipeline project planning Go to Market strategy and LCM of assets in new business/franchise areas. This encompasses the advisory to the development plans from commercial perspective to maximize asset value the creation of the Go to Market strategy with CFUs to maximize the business value to Santen and the development of LCM strategy considering disease area strategy across Corporate R D and CFUs.

Develop commercial strategy business valuation life cycle management which is aligned with corporate and disease area strategy to maximize the value of assigned pipeline assets in new business/franchise areas including but not limited to myopia and ptosis.

Work closely with R D Product Supply Pricing and Market Access and CFUs as well as other Healthcare and Corporate Functions to advance pipeline projects and taskforces to increase asset value

Facilitate the best possible decision making through open discussions with project members and stakeholders

Support the creation of well thought out proposals to the management board as one of the core project members by bridging R D and Commercial members

Make proposals and facilitate discussions with strong commitment as one of team proposers at management meetings on the project stage up

Through market research able to develop commercial strategy and business valuation for pipeline assets to guide the optimized decision making

Develop new business strategy and model for global products and commercial plan for region product including lifecycle management

Where necessary lead taskforces to achieve specific objectives by initiating developing and executing plans which are highly cross functional in nature

Develop therapeutic strategy with R D and CFUs for the new disease areas at Santen

Principal Accountabilities

Drive the commercial aspect of pipeline assets Providing commercial inputs in order to shape the development plan. Where necessary conduct primary and secondary market research in order to deepen understanding of the market.

Develop a coherent commercial strategy and Go to Market strategy for the late stage pipeline assets by collaborating with other functions such as pricing and market access medical affairs etc.

Enable effective decision making in projects as one of the core project members

Where necessary support the creation of proposals and its presentation to divisional and corporate decision making bodies

Developing and updating therapeutic strategy with members of R D and CFUs

Drive taskforces Setting clear objectives and enabling strong cross functional collaboration amongst taskforce members

Leading taskforce with cross functional members to achieve its objectives and goals

Achieving the objectives by initiating and implementing necessary plans and tasks

Proactively identify new challenges for the taskforce and initiate cross functional discussion and planning to address them

Collaborate with stakeholders Working closely with CFUs to be a bridge between CFUs and R D

Sharing relevant project data to Portfolio Strategy for portfolio value maximization

Communicating with BD IP PS GM etc. appropriately and on a timely basis

Consulting senior management to take projects and taskforces to the right direction

Additional Information

Grow your career at Santen

A career at Santen is an opportunity to make a difference. Through our long term vision outlined in Santen 2030 we are committed to be a Social Innovator addressing the social and economic needs of people with visual impairments. We have team members around the world using their diverse talents to unlock new modalities and drive innovations for patient outcomes education and treatment. At Santen we believe in empowering all our team members with flexible ways of working and a highly inclusive work environment.

The Santen Group is an Equal Opportunity Employer. We are committed to building diverse teams and ensuring a safe and inclusive physical and virtual workplace for every one of our team members. All employment decisions are based on business needs role requirements and individual qualifications regardless of race color ethnicity national origin/ancestry religion sexual orientation gender gender identity/ expression age disability medical condition marital status veteran status or any other characteristic protected by law.

Required Skills

Qualifications

Possess initiative and leadership. Able to devise strategy translate into action plans and provide leadership and project management to execute such plans.

Possess strategic mind set with hypothetical thinking complex problem solving skills and analytical skills considering all possibilities while reaching the appropriate solution in the shortest possible time (MBA holder or strategy consultant experience is a strong plus)

Strong communication skills with the ability to build relationships and influence within multiple levels within the organization.

Able to success in a matrixed environment.

Resilience to be in the middle of a complicated situation with uncertainties and ambiguities

Strong vendor management capabilities that leverage external resources/consultants effectively to deliver results in timely manner with optimized efforts

Experience in pharmaceuticals medical device biotech or healthcare. Experience in ophthalmology is a strong plus.

Knowledge about pharmaceutical R D pharma industry value chains and inter relations

Ability to work with senior management and functional teams

Language: Japanese (Native) and English (Business level or above) is mandatory; any additional language is a plus

Company Description

医薬品、医療用具の研究開発・製造・販売