



【1000～1400万円】 Business Performance and Analytics Manager

外資製薬会社での募集です。 データサイエンティスト・データアナリストのご経験の...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資製薬会社

Job ID

1582853

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 14 million yen

Work Hours

09:00 ~ 17:45

Holidays

【有給休暇】初年度 15日 1か月目から 【休日】完全週休二日制 ※有休休暇：入社日より取得可能（入社月により変動。積立年次有...

Refreshed

March 19th, 2026 15:17

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2364678】

Within Business Excellence this role will focus on BI tool management and mid term corporate forecasting particularly. In a market with a limited number of patients and highly uneven distribution Business Performance and Analytics Manager are engaged in challenging market analysis and the implementation of field resources. By consulting with the Business Excellence Head and Business Analytics Lead this role contributes to the effective and seamless implementation of sales operations and BI maintenance

including CRM management. To achieve organizational objectives Business Performance and Analytics Manager actively support the Department Head and members.

■Key Responsibilities

- Provide actionable and valuable insights to the Marketing and Sales departments to drive competitive advantage and future growth while proactively identifying and managing competitive threats by sharing the current corporate vision and market conditions.
- Continuously improve the BI and CRM environment.
- Develop and update forecasting models and databases to enhance forecast accuracy.
- Collaborate with the Marketing Digital Tech and IT teams to improve the quality of business plans.
- Support and manage market research planning and execution
- Manage third party partners for data generation and BI tool implementation.

1: Sales and Market dynamics analysis

Activity analysis:

- Collaborate closely with the Business Analytics Lead to improve the precision of sales activity analytics through effective utilization of BI tools

Forecasting:

- Support the Business Excellence Head in enhancing the semi automated corporate forecasting model to increase efficiency and accuracy Supervise the marketing team to ensure accurate forecasting inputs for each product taking into account the latest market conditions

2: BI tool management

Development/ Deployment:

- Build BI tool for sales and marketing team to help acquiring latest accurate account/HCP level summarized data
- Newly develop channel level activity tracker to communicate with Digital team and 3rd parties. BI structures will be also defined within the 3rd party communication.

Risk management/ Troubleshooting:

- Proactively manage potential risks associated with BI tool development and promptly troubleshoot any issues that arise to ensure seamless operations

3: CRM management

Data Monitoring:

- Lead ongoing projects with third party partners to implement new CRM functionalities and ensure timely delivery of up to date data to stakeholders as required.
- Ensure consistency between CRM outputs and BI/Databricks outputs enabling appropriate access to information resources

Management:

- Collaborate with the Data Management and Engineering Manager to define and implement data management operating procedures
- Lead and manage the discussion with 3rd parties to define the requirement on CRM

4: Contract Management

- Lead the maintenance and management of data contracts including initiating purchase requests for data sources

Required Skills

■必要な条件 Requirements

スキル Skills

- ロジカルかつ分析的な思考
- プレゼンテーションスキル、チームワーク
- Microsoft Excel (上級)
- Power BI; Git Hub (Fundamental) ; Python
- CRM experience (Veeva CRM の経験があれば尚可)

経験 Experience

- 3年以上の関連業務経験 (製薬、ヘルスケア、またはコンサルティングの業界経験が望ましい)
- コマーシャルデータの利用経験 (IQVIA JPM レセプト、DPC)
- コマーシャル部門 (営業・マーケティング) との協業経験
- データ分析に関する業務経験
- GitHubを利用してファイルの共有および協働を行った経験
- CRMを業務にて扱った経験

学位/資格/語学力 Education/certification/Language

- 大学卒以上
- 日本語：ネイティブレベル
- 英語：ビジネスレベル (UK、ヨーロッパとのコミュニケーションが多く発生します)

Company Description

ご紹介時にご案内いたします