



【1400～1920万円】SFEヘッドポジション

外資製薬会社での募集です。営業推進・企画のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資製薬会社

Job ID

1584674

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

14 million yen ~ 19 million yen

Work Hours

09:00 ~ 17:15

Holidays

詳細は求人ご紹介時にご案内いたします。

Refreshed

April 30th, 2026 05:00

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 NJB2368853】

■Mission

Design and operate Go To Market (GTM) model optimizing the salesforce and multi channel promotion structure. Your proposals will accelerate brand value delivery to customers and patients and directly drive business performance

■Key Deliverables

Business impact: Shape resource allocation and execution from strategy to field operations directly influencing revenue

growth and market penetration

Data driven strategy: Leverage advanced analytics and AI to design personalized evidence based sales activities from planning through monitoring

Stakeholder influence: Partner with senior leaders sales and cross functional brand teams to facilitate decisions and secure alignment

■Key Responsibilities

Manage SFCE planning managers/associate and contribute as Insights Business Excellent's Leadership team

GTM model design: Define and optimize sales organization structure and the role of promotion channels

Segmentation targeting: Set customer institution and therapy area priorities and actionable playbooks

AI driven activity planning: Provide personalized activity plans to sales reps using AI driven insights and iterate for impact

KPI target setting monitoring: Establish goals track performance and drive continuous improvement (including dashboards and reviews)

Field incentive design: Build transparent incentive rules run simulations and manage payout calculations

Sales quota allocation: Set quotas develop allocation logic and oversee progress tracking

Territory design: Design and maintain sales territories

Sales systems management: Administer territory settings call planning and related sales operations systems

Cross functional collaboration: Represent SFCE in cross functional brand teams

Sales plan execution: Partner with sales managers and sales implementation teams to drive plan delivery

Required Skills

■経験 / Experience :

<必須 / Mandatory>

People management

SFCE/SFE sales planning role or consultant in healthcare sector

Decision analyst both qualitative and quantitative

Company wide scale project lead

Proven track record of success in current position

■資格 / License :

<必須 / Mandatory>

Bachelor

<歓迎 / Nice to have>

MBA or equivalent strongly recommended

■能力 / Skill set :

<必須 / Mandatory>

Business understanding including SFE related strategy like Omnichannel sizing S T Field incentive

Knowledge of Quotative analytical methodologies (e.g. regression analysis Variance STD)

Project management skills for company wide scale projects

Negotiation and Stakeholder management skills for executive level business partners including global colleagues

Team management skills to manage diverse background colleagues

<歓迎 / Nice to have>

VBA Python SPSS SQL Power Automate

Company Description

ご紹介時にご案内いたします