



【800～1100万円】 Commercial Operations Analyst

大手外資CDMO企業での募集です。法人営業（その他）のご経験のある方は歓迎で...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

大手外資CDMO企業

Job ID

1587499

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 11 million yen

Work Hours

09:00 ~ 17:45

Holidays

詳細は求人ご紹介時にご案内いたします。

Refreshed

April 16th, 2026 16:46

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 NJB2359602】

I. Position Overview

The Commercial Operations Analyst is responsible for supporting commercial operations activities for the Tokyo site focusing on annual and ad hoc pricing revisions pricing negotiations with clients management of customer claims/disputes with financial impact and establishment and maintenance of a contract database. The role will also progressively include negotiation of commercial supply agreements in collaboration with the business development team and senior leadership. This position serves as a liaison between Business Development Legal Finance and other site teams to ensure effective

commercial operations and customer satisfaction.

II. Specific Duties Activities and Responsibilities:

- Lead annual pricing revision processes including active negotiations with clients to ensure contribution margin retention and/or improvement in alignment with company objectives.
- Manage ad hoc pricing revisions to reflect exceptional variations in material costs ensuring timely and accurate updates to client agreements.
- Negotiate pricing and commercial terms with clients balancing customer needs and this company's financial objectives.
- Evaluate manage and negotiate settlement agreements for customer claims/disputes with financial impact in close alignment with Company senior leadership and relevant BD person for the account.
- Establish and maintain a comprehensive contract database for the Kakegawa site clients ensuring all commercial agreements are accurately recorded and accessible.
- Collaborate with Business Development and senior leadership to progressively participate in the negotiation of commercial supply agreements with clients.
- Travel is not expected in most cases but in some cases face to face meeting is required for resolution.

Required Skills

[Typical Position Requirements]

Education:

- Master/Bachelor's degree in a relevant discipline (Business Finance Science Engineering) .

Experience:

- Minimum 1 3 years of relevant industry experience in pharmaceutical medical device consumer health manufacturing or trading companies with exposure to commercial operations pricing contract management or business development.
- Experience in negotiation particularly in contract negotiation B to B environment to close new sales / commercial/ pricing contracts with deep understanding of Terms and Conditions on the contract.
- Strong analytical and financial skills business acumen and customer service orientation.
- Superior customer services skills and professional demeanor.

Technical Requirements

- Advanced skills in MSOffice (MS Word Excel) .
- Strong interpersonal skills are both oral and written.
- Ability to prioritize and multitask.
- Excellent written and verbal communication skills and attention to detail.
- Must be process oriented and customer focused.
- Mathematical and reasoning ability.
- Business/commercial awareness.
- Demonstrated ability to read write and speak clear English.
- Contract negotiation skills with understanding on strategy and methodology

Behavioral Requirements:

- Self motivated collaborative action and result oriented.
- Ability to work cross functionally in a matrix organization.
- Problem solving skills mathematical/finance abilities.
- Ability to work effectively under pressure to meet deadlines.

Travel Requirements:

Business Environment:

- Fast paced
- Performance driven
- Customer focused
- Collaborative and inclusive
- Team player

Company Description

ご紹介時にご案内いたします