



## Country Manager

世界TOPシェアを誇る"医療用ガラス容器"のグローバルリーディングカンパニー

### Job Information

**Hiring Company**

OMPI OF JAPAN CO., LTD.

**Job ID**

1591033

**Industry**

Medical Device

**Company Type**

Small/Medium Company (300 employees or less) - International Company

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Hibiya Line, Kamiyacho Station

**Salary**

10 million yen ~ 12 million yen

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 3 years

**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

**MISSION**

The position is responsible for development the country commercial growth, archives performance targets such as sales targets, profitability, market share growth and budget. He/She drives the commercial mid-and short-term plan execution managing products and services delivery on time and at costs, building a long-lasting relationship with key stakeholders accordingly to distribution policies and guidelines. As Country Manager, ensures adherence and compliance to legal and/or administrative requirements such as HSE surveillance, employee's contracts duties.

**KEY ACCOUNTABILITIES / DECISIONS AREA**

※The responsibilities may include other specific duties assigned according to Company's projects.

**1. COUNTRY COMMERCIAL DEVELOPMENT**

- Participates with leader above in the go to market strategy planning and deployment, providing commercial insight for assigned commercial region to enable profitable and sustainable business growth.
- Translates the go to market strategy into operative targets, managing efficiently the budget assigned, at country level, to exploit potential and emerging commercial opportunities and ensure the sales performance achievement.
- Manages the sales process and team at country level to achieve sales targets aligned with the business strategy as well as processes standardization, harmonization, and cost control approach.
- Establish long lasting relationships with existing and potential customers, key decision-makers, and influencers to enhance the company's competitive advantage for assigned products and services.
- Ensures and oversees the targets achievement progression on related business line followed, promptly executive corrective actions in collaboration with sales team assigned as well as functions involved to solve promptly issues.

**2. SALES OPERATIONS EFFECTIVENESS EXECUTION**

- Cooperates closely with internal teams such as Sales Operations, Customer Services, and Product Management to ensure seamless execution of sales operations.
- Implements tools and processes to maintain high levels of customer service within the relevant area.
- Ensure accurate management of sales planning, in coherence with defined commercial strategy related to assigned products and services.
- Guarantees full coordination and integration within the Commercial team to organically execute the go to market strategy and plan.
- Collaborates with relevant functions to support decision-making processes and ensure successful achievement of business targets across different customer segments and markets.

**3. REPORTING AND MONITORING**

- Analyses and deeply understands potential and emerging trends to monitor and exploit cross selling commercial opportunities for SG added value solutions.
- Monitors and oversees targets achievement progression and analyses relevant KPI's, promptly executing corrective actions in collaboration with Sales Team as well as functions involved relating to assigned areas.
- Supervises the promptly and accurately update of tools, systems, data and records, in alignment with corporate guidelines, policies, best practices and procedures, such as CRM System.

**4. BUDGET MANAGEMENT**

- Ensures the proper management of budget related to assigned areas in line with business objectives.

**5. PEOPLE MANAGEMENT**

- Organizes, manages, coaches, and develops assigned staff, ensuring the effective talent management, career path development and training, driving commitment and engagement.

**6. RELATIONSHIP MANAGEMENT**

- Builds effective and sustainable partnerships leading the relationships with potential customers as well as the internal and external stakeholders and influencers fostering the SG competitive advantages within the emerging markets.

**COLLABORATION NETWORK****Internal Team**

- Customer Service Team
- Sales & Marketing Team
- Business Development Team
- Quality and R&D Team
- Supply Chain Team
- Operations Team
- AFC Team
- HR Team

**External**

- Customer Partners
- Consultants
- Industry influencer

**Required Skills****Skills & Experience**

- Customer Focus
- Business Acumen
- Analytical Approach
- Negotiation
- Time Management

- Problem Solving
- Team Management
- Leadership and Accountability
- Communication
- +3 years of proven experience in a leadership or management role in marketing or sales management position in the account management department, preferably with expertise in CRM

**Technical Competences**

- Market and Industry understanding and in-depth knowledge of key consumers and segments
- Knowledge of Product and Production: process, features techniques
- Account Planning: methodologies, techniques, tools and applications
- Customers and Prospects products and processes understanding
- Project Management: methodologies, techniques, tools and applications
- Knowledge of Company Product and Production: process, features techniques
- Customer Service and CRM Management: methodologies, techniques, tools and applications
- Analysis and Reporting: methodologies, techniques, tools and applications
- Budget management
- IT Tools: use of company tools and applications (ERP, Office, company applications, ...)
- People Management

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Company Description