

Oncology Marketing Head

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global European Pharmaceutical Company

Job ID
1619573

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Responsibilities
Strategic Leadership & Portfolio Management
Develop and execute the product/portfolio strategy, including long-term, mid-term, and 90-day objectives.
Monitor market trends, customer insights, and the competitive landscape to identify growth opportunities.
Drive strategic decisions and business priorities to support sustainable portfolio growth.
Lead strategy development for both core and growth portfolios.

Commercial & Financial Accountability
Own end-to-end portfolio performance and P&L responsibility in Japan.
Deliver topline growth and EBIT objectives while optimizing resource allocation and investment decisions.
Ensure marketing strategies and customer engagement activities are aligned with business objectives.
Identify and prioritize the highest-value business opportunities.

Team Leadership
Lead and inspire a high-performing, cross-functional product team.

Foster a culture of collaboration, accountability, transparency, and continuous improvement.
Empower team members to contribute fully and provide constructive peer feedback.
Drive agile ways of working focused on customer and business outcomes.

Stakeholder Management
Build and maintain trusted relationships with:
Healthcare professionals and Thought Leaders
Health Authorities and government stakeholders
External partners and industry associations
Global and local cross-functional teams

Marketing Excellence
Design and implement strategic marketing programs and pricing initiatives.
Lead product positioning, brand strategy, customer engagement, and promotional activities.
Partner with sales and medical teams to develop and execute customer-centric strategies.
Ensure effective utilization of digital, print, and other communication channels.

Employee Benefits:
Employment Type: Full time employment
Work Office Location: Tokyo, Japan
Working Model: Hybrid
Salary Range: Up to 22,000,000
Welfare and Benefits: Available. Comprehensive plan will be shared during offer.
Interview Steps: 3

Required Skills

Requirements
Significant pharmaceutical industry commercial experience with at least 3 years in a leadership role
Proven leadership experience managing cross-functional teams.
Strong strategic thinking and business acumen.
Deep expertise in Oncology and/or the relevant therapeutic area.
Strong understanding of portfolio management and P&L ownership.
Excellent project management and execution skills.
Demonstrated ability to influence and engage senior stakeholders.
Experience working within complex matrix organizations.
Strong customer focus with a track record of driving business growth.
Excellent communication and presentation skills.
Fluent in English and Japanese

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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