

Head of Market Access, Pricing, and Value

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Top Global Pharmaceutical Company

Job ID
1621410

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 5th, 2026 17:16

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:
Develop and implement market access strategic plans, including developing value arguments, pricing strategies, and coordinating health economic modeling/analyses.

Integrate insights from key health care trends and impact on public and private payer decision makers into development of cohesive payer strategy throughout the product’s lifecycle.

Establish mechanisms for value monitoring, generation and demonstration, including database analyses, clinical studies, observational projects, health economics studies, and modeling.

Develop new customer / influence network, as required, to support market access and managed care initiatives with provincial government and private payor programs.

Closely collaborate with Finance team to establish pricing strategy and contract framework

Build and enhance relationships with key payer decision makers and influencers.

Ensure full integration of the activities aimed at gaining and optimizing market access and reimbursement with the business units and other relevant functions. Leverage synergies and integration with the US and Global teams on the functional and brand/TA levels.

Ensure appropriate deployment of projects and activities within established timelines and budget.

Coach and develop access personnel.

Employee Benefits:
Employment Type: Full time employee
Office Location: Central Tokyo, Japan
Work Model: Hybrid
Salary Budget: ~25mil
Interview steps: 3-4
Language Requirement: Japanese and English full fluency.
Welfare and benefits: Covered

Required Skills

SPECIFIC SKILLS AND/OR COMPETENCIES
In-depth knowledge and understanding of the healthcare and reimbursement landscape.

Knowledge of the inter-relationships between the biotechnology, pharmaceutical and medical industries, and Provincial governments.

Understanding of Health Technology Assessment process

Ability to communicate and gain approval for products and services with provincial ministries of Health and 3rd party insurers.

Strong results and orientation, i.e., has a proactive, business-oriented focus with the resolve to set challenging goals and demonstrate the commitment and persistence to achieve them.

Forward-thinking and strong knowledge of strategic interplays influence payer decisions.

Well established stakeholder/political/influencer network within the provincial public and private payer markets
Strong customer focus / orientation.
Strategic acumen and negotiation skills
Strategy agility and strong business acumen
Organizational agility and managerial courage
Ability to deal with ambiguity.
Excellent interpersonal communication (both oral and written) skills.
Ability to lead and manage teams.
Proven ability to work independently in a fast paced, change oriented environment.

Company Description

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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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