



## PR/095385 | Franchise Head

### 募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1566486

業種

福祉・介護

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2026年01月06日 11:01

### 応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

### 募集要項

Location: Ho Chi Minh City

#### JOB RESPONSIBILITIES

- Lead the Vaccines Franchise with strong commercial and strategic leadership to achieve portfolio P&L goals and sustainable growth.
- Develop and execute portfolio strategy based on scientific insight, market intelligence, and public health needs to expand brand market share.
- Ensure optimal product positioning by engaging with key external stakeholders, including MoH, Who, Unicef, VNVC, HCPs, government agencies, to achieve patient and business objectives.
- Drive launch excellence by collaborating with cross-functional teams on pre-launch and launch readiness for vaccines and related products.
- Champion patient-centric innovation across commercialization and marketing programs, ensuring relevance and

impact.

- Oversee sales force deployment aligned with strategic priorities and commercial targets.
- Foster cross-functional collaboration with Medical, Government Affairs, Supply Chain, Regulatory, and Communications to deliver integrated business outcomes.
- Support diagnostic landscape development to enable early patient identification and improve treatment journeys.
- Manage inventory effectively in line with policy and business plans.
- Ensure ethical business conduct and full compliance to protect organizational reputation.
- Lead multiple projects in a fast-paced environment with agility and focus.
- Develop talent and build leadership capabilities, coaching and mentoring team members through performance and career development.

#### JOB REQUIREMENTS

- Bachelor's degree in Pharmacy, Medicine, or Life Sciences is required; an advanced degree (e.g., MBA) is preferred.
- Minimum 5+ years of Sales and Marketing leadership experience, with a strong track record in launching and growing pharmaceutical products.
- Deep expertise in Vaccines with a solid understanding of immunology and public health dynamics.
- Proven success in cross-functional collaboration, including Medical, Regulatory, Government Affairs, and Supply Chain.
- Strong ability to influence and manage internal and external stakeholders, including MoH, Who, Unicef, VNVC, HCPs, government bodies, and payers.
- Experience in media relations and crisis management is an advantage.
- Excellent interpersonal skills, with flexibility and resilience to navigate complexity and high-pressure situations.
- Demonstrated leadership, communication, budget management, presentation, and negotiation skills with fluency in English and Vietnamese.
- Strong business and financial acumen, with strategic thinking and operational excellence.
- A collaborative, team-oriented mindset, committed to delivering AZ's strategic priorities and developing talent.
- Experience with digital and data driven marketing is an advantage.

#### BENEFITS

- Packages and benefits for proficient and qualified candidates.
- Be part of a winning dream team and colleagues.

#LI-JACVN

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会社説明