



【1000～1400万円】 Business Performance and Analytics Manager

外資製薬会社での募集です。 データサイエンティスト・データアナリストのご経験の...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

外資製薬会社

求人ID

1584749

業種

医薬品

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円～1400万円

勤務時間

09:00～17:45

休日・休暇

詳細は求人ご紹介時にご案内いたします。

更新日

2026年04月16日 17:00

応募必要条件

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

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

【求人No NJB2364678】

Within Business Excellence this role will focus on BI tool management and mid term corporate forecasting particularly. In a market with a limited number of patients and highly uneven distribution Business Performance and Analytics Manager are engaged in challenging market analysis and the implementation of field resources. By consulting with the Business Excellence Head and Business Analytics Lead this role contributes to the effective and seamless implementation of sales operations and BI maintenance including CRM management. To achieve organizational objectives Business Performance and Analytics Manager actively

support the Department Head and members.

■Key Responsibilities

- Provide actionable and valuable insights to the Marketing and Sales departments to drive competitive advantage and future growth while proactively identifying and managing competitive threats by sharing the current corporate vision and market conditions.
- Continuously improve the BI and CRM environment.
- Develop and update forecasting models and databases to enhance forecast accuracy.
- Collaborate with the Marketing Digital Tech and IT teams to improve the quality of business plans.
- Support and manage market research planning and execution
- Manage third party partners for data generation and BI tool implementation.

1: Sales and Market dynamics analysis

Activity analysis:

- Collaborate closely with the Business Analytics Lead to improve the precision of sales activity analytics through effective utilization of BI tools

Forecasting:

- Support the Business Excellence Head in enhancing the semi automated corporate forecasting model to increase efficiency and accuracy Supervise the marketing team to ensure accurate forecasting inputs for each product taking into account the latest market conditions

2: BI tool management

Development/ Deployment:

- Build BI tool for sales and marketing team to help acquiring latest accurate account/HCP level summarized data
- Newly develop channel level activity tracker to communicate with Digital team and 3rd parties. BI structures will be also defined within the 3rd party communication.

Risk management/ Troubleshooting:

- Proactively manage potential risks associated with BI tool development and promptly troubleshoot any issues that arise to ensure seamless operations

3: CRM management

Data Monitoring:

- Lead ongoing projects with third party partners to implement new CRM functionalities and ensure timely delivery of up to date data to stakeholders as required.
- Ensure consistency between CRM outputs and BI/Databricks outputs enabling appropriate access to information resources

Management:

- Collaborate with the Data Management and Engineering Manager to define and implement data management operating procedures
- Lead and manage the discussion with 3rd parties to define the requirement on CRM

4: Contract Management

- Lead the maintenance and management of data contracts including initiating purchase requests for data sources

スキル・資格

■必要な条件 Requirements

スキル Skills

- ロジカルかつ分析的な思考
- プレゼンテーションスキル、チームワーク
- Microsoft Excel (上級)
- Power BI; Git Hub (Fundamental) ; Python
- CRM experience (Veeva CRM の経験があれば尚可)

経験 Experience

- 3年以上の関連業務経験 (製薬、ヘルスケア、またはコンサルティングの業界経験が望ましい)
- コマーシャルデータの利用経験 (IQVIA JPM レセプト、DPC)
- コマーシャル部門 (営業・マーケティング) との協業経験
- データ分析に関する業務経験
- GitHubを利用してファイルの共有および協働を行った経験
- CRMを業務にて扱った経験

学位/資格/語学力 Education/certification/Language

- 大学卒以上
- 日本語：ネイティブレベル
- 英語：ビジネスレベル (UK、ヨーロッパとのコミュニケーションが多く発生します)

会社説明

ご紹介時にご案内いたします