



【800～1100万円】 Commercial Operations Analyst

大手外資CDMO企業での募集です。法人営業（その他）のご経験のある方は歓迎で...

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

大手外資CDMO企業

求人ID

1587499

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

800万円～1100万円

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 16:46

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 NJB2359602】

I. Position Overview

The Commercial Operations Analyst is responsible for supporting commercial operations activities for the Tokyo site focusing on annual and ad hoc pricing revisions pricing negotiations with clients management of customer claims/disputes with financial impact and establishment and maintenance of a contract database. The role will also progressively include negotiation of commercial supply agreements in collaboration with the business development team and senior leadership. This position serves as a liaison between Business Development Legal Finance and other site teams to ensure effective

commercial operations and customer satisfaction.

II. Specific Duties Activities and Responsibilities:

- Lead annual pricing revision processes including active negotiations with clients to ensure contribution margin retention and/or improvement in alignment with company objectives.
- Manage ad hoc pricing revisions to reflect exceptional variations in material costs ensuring timely and accurate updates to client agreements.
- Negotiate pricing and commercial terms with clients balancing customer needs and this company's financial objectives.
- Evaluate manage and negotiate settlement agreements for customer claims/disputes with financial impact in close alignment with Company senior leadership and relevant BD person for the account.
- Establish and maintain a comprehensive contract database for the Kakegawa site clients ensuring all commercial agreements are accurately recorded and accessible.
- Collaborate with Business Development and senior leadership to progressively participate in the negotiation of commercial supply agreements with clients.
- Travel is not expected in most cases but in some cases face to face meeting is required for resolution.

スキル・資格

【Typical Position Requirements】

Education:

- Master/Bachelor's degree in a relevant discipline (Business Finance Science Engineering) .

Experience:

- Minimum 1 3 years of relevant industry experience in pharmaceutical medical device consumer health manufacturing or trading companies with exposure to commercial operations pricing contract management or business development.
- Experience in negotiation particularly in contract negotiation B to B environment to close new sales / commercial/ pricing contracts with deep understanding of Terms and Conditions on the contract.
- Strong analytical and financial skills business acumen and customer service orientation.
- Superior customer services skills and professional demeanor.

Technical Requirements

- Advanced skills in MSOffice (MS Word Excel) .
- Strong interpersonal skills are both oral and written.
- Ability to prioritize and multitask.
- Excellent written and verbal communication skills and attention to detail.
- Must be process oriented and customer focused.
- Mathematical and reasoning ability.
- Business/commercial awareness.
- Demonstrated ability to read write and speak clear English.
- Contract negotiation skills with understanding on strategy and methodology

Behavioral Requirements:

- Self motivated collaborative action and result oriented.
- Ability to work cross functionally in a matrix organization.
- Problem solving skills mathematical/finance abilities.
- Ability to work effectively under pressure to meet deadlines.

Travel Requirements:

Business Environment:

- Fast paced
- Performance driven
- Customer focused
- Collaborative and inclusive
- Team player

会社説明

ご紹介時にご案内いたします