



Country Manager

世界TOPシェアを誇る"医療用ガラス容器"のグローバルリーディングカンパニー

募集職種

採用企業名

オムピジャパン株式会社

求人ID

1591033

業種

医療機器

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

日比谷線、 神谷町駅

給与

1000万円 ~ 1200万円

更新日

2026年05月13日 15:52

応募必要条件

職務経験

3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

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

MISSION

The position is responsible for development the country commercial growth, archives performance targets such as sales targets, profitability, market share growth and budget. He/She drives the commercial mid-and short-term plan execution managing products and services delivery on time and at costs, building a long-lasting relationship with key stakeholders accordingly to distribution policies and guidelines. As Country Manager, ensures adherence and compliance to legal and/or administrative requirements such as HSE surveillance, employee's contracts duties.

KEY ACCOUNTABILITIES / DECISIONS AREA

※The responsibilities may include other specific duties assigned according to Company's projects.

1. COUNTRY COMMERCIAL DEVELOPMENT

- Participates with leader above in the go to market strategy planning and deployment, providing commercial insight for assigned commercial region to enable profitable and sustainable business growth.
- Translates the go to market strategy into operative targets, managing efficiently the budget assigned, at country level, to exploit potential and emerging commercial opportunities and ensure the sales performance achievement.
- Manages the sales process and team at country level to achieve sales targets aligned with the business strategy as well as processes standardization, harmonization, and cost control approach.
- Establish long lasting relationships with existing and potential customers, key decision-makers, and influencers to enhance the company's competitive advantage for assigned products and services.
- Ensures and oversees the targets achievement progression on related business line followed, promptly executive corrective actions in collaboration with sales team assigned as well as functions involved to solve promptly issues.

2. SALES OPERATIONS EFFECTIVENESS EXECUTION

- Cooperates closely with internal teams such as Sales Operations, Customer Services, and Product Management to ensure seamless execution of sales operations.
- Implements tools and processes to maintain high levels of customer service within the relevant area.
- Ensure accurate management of sales planning, in coherence with defined commercial strategy related to assigned products and services.
- Guarantees full coordination and integration within the Commercial team to organically execute the go to market strategy and plan.
- Collaborates with relevant functions to support decision-making processes and ensure successful achievement of business targets across different customer segments and markets.

3. REPORTING AND MONITORING

- Analyses and deeply understands potential and emerging trends to monitor and exploit cross selling commercial opportunities for SG added value solutions.
- Monitors and oversees targets achievement progression and analyses relevant KPI's, promptly executing corrective actions in collaboration with Sales Team as well as functions involved relating to assigned areas.
- Supervises the promptly and accurately update of tools, systems, data and records, in alignment with corporate guidelines, policies, best practices and procedures, such as CRM System.

4. BUDGET MANAGEMENT

- Ensures the proper management of budget related to assigned areas in line with business objectives.

5. PEOPLE MANAGEMENT

- Organizes, manages, coaches, and develops assigned staff, ensuring the effective talent management, career path development and training, driving commitment and engagement.

6. RELATIONSHIP MANAGEMENT

- Builds effective and sustainable partnerships leading the relationships with potential customers as well as the internal and external stakeholders and influencers fostering the SG competitive advantages within the emerging markets.

COLLABORATION NETWORK**Internal Team**

- Customer Service Team
- Sales & Marketing Team
- Business Development Team
- Quality and R&D Team
- Supply Chain Team
- Operations Team
- AFC Team
- HR Team

External

- Customer Partners
- Consultants
- Industry influencer

スキル・資格**Skills & Experience**

- Customer Focus
- Business Acumen
- Analytical Approach
- Negotiation
- Time Management

- Problem Solving
- Team Management
- Leadership and Accountability
- Communication
- +3 years of proven experience in a leadership or management role in marketing or sales management position in the account management department, preferably with expertise in CRM

Technical Competences

- Market and Industry understanding and in-depth knowledge of key consumers and segments
- Knowledge of Product and Production: process, features techniques
- Account Planning: methodologies, techniques, tools and applications
- Customers and Prospects products and processes understanding
- Project Management: methodologies, techniques, tools and applications
- Knowledge of Company Product and Production: process, features techniques
- Customer Service and CRM Management: methodologies, techniques, tools and applications
- Analysis and Reporting: methodologies, techniques, tools and applications
- Budget management
- IT Tools: use of company tools and applications (ERP, Office, company applications, ...)
- People Management

会社説明