

Sr. Business Development Manager

募集職種

人材紹介会社
Planet Pharma

求人ID
1618378

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
1100万円 ~ 1500万円

更新日
2026年10月19日 13:36

応募締切日
2026年11月20日

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
ネイティブレベル

最終学歴
大学院卒：修士号/博士号

現在のビザ
日本での就労許可が必要です

募集要項

Business Development Manager & Technical Expert | Biopharma & Synthetic Biology

Location: Japan

A growing life sciences organisation is seeking a commercially minded Business Development Manager to drive strategic growth across the biotechnology and biopharmaceutical sectors in Japan. This is a hybrid technical-commercial role focused on building industry partnerships, developing high-value opportunities, and supporting customers with complex scientific solutions across drug discovery, antibody development, cell therapy, and synthetic biology.

Key Responsibilities

- Identify, develop, and close strategic business opportunities with pharmaceutical, biotech, academic, and research organisations.
- Build and manage long-term customer, collaborator, and partner relationships across Japan.
- Lead commercial negotiations, partnership discussions, and contract execution.
- Act as a technical advisor, supporting customer engagement and solution development.
- Develop and maintain a strong pipeline of opportunities while providing market intelligence and customer insights.
- Collaborate with sales, marketing, scientific, and operational stakeholders to drive business growth and market

penetration.

Requirements

- Master's degree (PhD highly regarded) in Molecular Biology, Immunology, Biochemistry, Biotechnology, or a related field.
- 5+ years' experience within antibody discovery, biologics, drug development, synthetic biology, or related life sciences sectors.
- Proven business development, technical sales, alliance management, or partnership experience.
- Strong scientific expertise with the ability to engage senior technical and commercial stakeholders.
- Demonstrated success securing complex commercial agreements and strategic partnerships.
- Willingness to travel extensively throughout Japan.

Ideal Background Candidates may come from antibody discovery, biologics, cell & gene therapy, immunotherapy, drug discovery platforms, synthetic biology, CRO/CDMO, or advanced biotechnology environments. The ideal profile combines deep scientific credibility with a strong commercial mindset and a track record of creating and closing strategic partnerships.

Equal Opportunity Employer

We are proud to be an equal opportunity employer. We welcome and encourage applications from all qualified candidates regardless of race, sex, gender identity or expression, disability, age, religion or belief, sexual orientation, or any other characteristic protected by applicable laws and regulations. It is our policy not to discriminate against any applicant or employee, and we are committed to fostering a diverse, inclusive, and respectful work environment across all locations in which we operate. We believe that diversity, equity, and inclusion are fundamental to our mission and enhance our ability to serve clients globally. If you have a disability or require any reasonable accommodations during the application or interview process, please inform your recruiter or contact us([opens in new tab](#)) directly so that we can explore the appropriate arrangements.

Fraud Alert

Candidate safety is a top priority at Planet Pharma. The industry has seen an increase in people falsely representing themselves as recruiters to gather personal information from job seekers. For your safety, do not provide sensitive data to anyone you have not spoken with thoroughly, never provide banking information during the application process and always double check the email address of the Recruiter to ensure it's from an official Planet Pharma domain (@planet-pharma.com, @planet-pharma.co.uk, and @ppgadvisorypartners.com) and not a domain with an alternative extension like .net, .org or .jobs.

会社説明