

Head of Market Access, Pricing, and Value

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
Top Global Pharmaceutical Company

求人ID
1621410

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月19日 01:00

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
ビジネス会話レベル

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

Responsibilities:
Develop and implement market access strategic plans, including developing value arguments, pricing strategies, and coordinating health economic modeling/analyses.

Integrate insights from key health care trends and impact on public and private payer decision makers into development of cohesive payer strategy throughout the product’s lifecycle.

Establish mechanisms for value monitoring, generation and demonstration, including database analyses, clinical studies, observational projects, health economics studies, and modeling.

Develop new customer / influence network, as required, to support market access and managed care initiatives with provincial government and private payor programs.

Closely collaborate with Finance team to establish pricing strategy and contract framework

Build and enhance relationships with key payer decision makers and influencers.

Ensure full integration of the activities aimed at gaining and optimizing market access and reimbursement with the business units and other relevant functions. Leverage synergies and integration with the US and Global teams on the functional and brand/TA levels.

Ensure appropriate deployment of projects and activities within established timelines and budget.

Coach and develop access personnel.

Employee Benefits:
Employment Type: Full time employee
Office Location: Central Tokyo, Japan
Work Model: Hybrid
Salary Budget: ~25mil
Interview steps: 3-4
Language Requirement: Japanese and English full fluency.
Welfare and benefits: Covered

スキル・資格

SPECIFIC SKILLS AND/OR COMPETENCIES
In-depth knowledge and understanding of the healthcare and reimbursement landscape.

Knowledge of the inter-relationships between the biotechnology, pharmaceutical and medical industries, and Provincial governments.

Understanding of Health Technology Assessment process

Ability to communicate and gain approval for products and services with provincial ministries of Health and 3rd party insurers.

Strong results and orientation, i.e., has a proactive, business-oriented focus with the resolve to set challenging goals and demonstrate the commitment and persistence to achieve them.

Forward-thinking and strong knowledge of strategic interplays influence payer decisions.

Well established stakeholder/political/influencer network within the provincial public and private payer markets
Strong customer focus / orientation.
Strategic acumen and negotiation skills
Strategy agility and strong business acumen
Organizational agility and managerial courage
Ability to deal with ambiguity.
Excellent interpersonal communication (both oral and written) skills.
Ability to lead and manage teams.
Proven ability to work independently in a fast paced, change oriented environment.

会社説明

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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