

## Job Detail

Manager Level

Position Title	Business Unit Manager (Swine)
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Planning/Marketing/PR - Sales Planning Planning/Marketing/PR - Planning/Marketing Sales/AE - Other
Industry	Pharmaceuticals
Location	Asia Japan Kanagawa
Job Description	<p>Reporting to the Country Manager, you will oversee the development and execution of business plans and budgets aligned with the franchise and country strategy, as well as defining the long-term vision for all unit functions. You will also be responsible for leading local teams, providing feedback on market trends, and leveraging external networks to support the company's development.</p> <p>Description</p> <ul style="list-style-type: none"> <li>* Report on market data, the Customer life cycle and needs, trials, sales targets and product market positioning, to the Country Manager and Zone Franchise Director.</li> <li>* Take advantage of competitive intelligence and market information analyses, in order to challenge the Market- and Sales Policies and take corrective actions, as needed.</li> <li>* Prepare and implement, in the short- and long-term, the Business Plan in the Country, ensuring that the Country Strategy is aligned with the Corporate Strategy and Budget</li> <li>* Create the Business Unit Strategy in line with the Regional- and Global strategies.</li> <li>* Lead the development of Business initiatives whilst a product is in its pilot or launching phase.</li> <li>* Manage a number of Key Accounts and implement appropriate negotiating tactics whilst working with them.</li> <li>* Review all Strategic/Key Account Management Business Plans annually or bi-annually.</li> <li>* Manage and develop the Business Unit's Business teams (Motivate them, give them goals/direction with qualitative key performance indicators and measures, develop their skills/core competencies, hire and train new colleagues, manage/ amend their compensation/ benefits etc.)</li> <li>* Lead and manage teams on Sales Force Excellence, ensuring appropriate annual Objectives are set for each of the Territory Managers.</li> <li>* Coach direct reports with the appropriate frequency (min. 1 coaching activity/ month each.)</li> <li>* Construct and manage the Profit &amp; Loss Statement and determine the Gross Margin and Sales Targets by product and/or Customer Range</li> <li>* Be in charge of Operating Expenses (OPEX) management.</li> <li>* Oversee Product Sales Forecasts, follow-up on Sales Objectives, establish Sales Policies, Terms and Conditions (prices, discounts etc.).</li> <li>* Deliver Revenue- and Profit Targets within their Country.</li> <li>* Ensure constant communication between the Business Unit and the Country Management team.</li> <li>* Maintain an open and continuous flow of communication with the Corporate and Zone Leadership teams (i.e. seeking advice/ expertise, raising alerts, cross-sharing of experience etc.)</li> </ul> <p>Profile</p> <ul style="list-style-type: none"> <li>* University graduate with a minimum of 5 years of experience in the swine industry and sales team management.</li> <li>* Expertise in market knowledge, business acumen, networking, leadership, and communication skills.</li> </ul>

	<p>* Proficiency in English and Japanese, with the ability to communicate effectively and influence stakeholders at all levels.</p> <p>Job Offer</p> <p>* Competitive salary and benefits package.  * Opportunity for career advancement and professional development in a global organization.  * Collaborative work environment with opportunities to make a significant impact on business growth.</p> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.</p>
Company Info	<p>My client is a global leader in the animal health industry, specializing in the development and distribution of innovative veterinary products and solutions. With a commitment to improving the well-being of animals worldwide, they are dedicated to advancing veterinary care through research, education, and collaboration with industry partners.</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 12000K - JPY 14000K
Salary Description	bonus