

## 求人情報

マネージャーレベル

ポジション名	Business Unit Manager (Swine)
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	会社名非公開
掲載開始・更新	2024-05-02 / 2024-05-02
職 種	企画/マーケティング/PR - 営業企画 企画/マーケティング/PR - 企画/マーケティング 営業 - その他
業 種	製薬メーカー
勤務地	アジア 日本 神奈川県
仕事内容	<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><li>* Proficiency in English and Japanese, with the ability to communicate effectively and influence stakeholders at all levels.</li></ul> <p>Job Offer</p> <ul style="list-style-type: none"><li>* Competitive salary and benefits package.</li><li>* Opportunity for career advancement and professional development in a global organization.</li><li>* Collaborative work environment with opportunities to make a significant impact on business growth.</li></ul> <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>
企業について(社風など)	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.

英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	流暢（日本語能力試験1級又はN1）
年 収	日本・円 1200万円 ～ 1400万円
給与に関する説明	bonus