

Job Title 職務名	MR:Medical Representative
Department 部署	Commercial division (East Japan sales dept., Central Japan sales dept. and West Japan sales dept.)
Work Location 就業場所	The area to be covered: Various regions across Japan.
Reporting Relationship	Sales Director of each sales department
Main Purpose of Job 業務の趣旨	To deliver our products in hematology disease area to a large number of patients, candidates will promote it and accelerate account openings at medical institutions, advance appropriate usage through various communication tools, and respond to the medical needs of key customers.
Key Duties & Responsibilities 仕事の主な義務と責任	<ul style="list-style-type: none"> ● Promoting the appropriate use of our products to hematologists and medical staff, as well as providing and gathering information related to medicine and pharmaceuticals ● Opening accounts at facilities within the assigned area in collaboration with the Key Account Managers (KAM) and the Sales Enablement Representatives (SDR). ● Executing action based on goals, strategies and area action plans. ● KOLs (Key Opinion Leaders) and ROL (Regional Opinion Leader) management in the assigned area in collaboration with the KAM and the Medical Science Liaison (MSL) ● Promoting effective initiatives (such as area seminars) based on multifaceted analysis of the assigned area ● PMS and adverse event reporting in collaboration with the CRO ● Compliance with regulations, promotion codes and governance
Essential Experience/Skills 必須の経験/スキル	<p>Knowledge</p> <ul style="list-style-type: none"> ● Disease, pathophysiology and treatments in the hematology (oncology) field ● Promotion codes of pharmaceutical companies ● Knowledge of digital tools and platforms ● MR certification (MR qualification) required <p>Experiences</p> <ul style="list-style-type: none"> ● Over 2 years of sales experience in the oncology and rare disease fields (experience in the hematology disease area is preferred) ● Over 2 years of experience managing university hospitals (3+ years of experience managing cancer centers or key hospitals is also acceptable) <p>Other</p> <ul style="list-style-type: none"> ● Logical thinking, the ability to identify issues based on facts, and problem-solving skills ● A mindset of self-improvement with a proactive and positive approach to any tasks ● Communication skills to build strong relationships with the aim of achieving objectives ● The ability to understand and acquire academic knowledge in relevant fields ● High level of digital literacy, with the ability to daily use tools such as PPT, Excel, and Word ● Understanding of the guidelines related to providing information for prescription drugs <p>Education</p> <ul style="list-style-type: none"> ● Bachelor's degree or higher
Travel Requirement	Implemented based on job responsibilities
Working Conditions	Full-time employment in accordance with our company regulations
Job Description No.	0001~