

Title: Asian Market Manager -- Japan
Status: Regular, Full-time, Exempt
Reports to: President

Summary:

Responsible for the strategic direction and execution of all sales, marketing and brand management initiatives for the Asia-Pacific region, Primary interface to Japanese distributors and clinicians.

Essential Duties and Responsibilities:

- Develop and implement annual business plan and achieve net sales and profit targets
- Develop and implement a strategic roadmap to introduce Clarisonic into new markets and maximize growth opportunities in the region.
- Manage execution of market introduction and expansion, coordinating with domestic and other related resources, and external resources including distributors, agencies, contractors, etc.
- Serves as primary contact for distributors and sub-distributors, establishing and maintaining excellent working relationships at all levels
- Establish and maintain quality relationships with appropriate skin care professionals and medical associations. Establishes and operates Medical Advisory Board, leveraging advisors to support market activities.
- Maintain essence of US brand for global consistency, while insuring local market relevance; contribute to Clarisonic worldwide brand development..
- Recommend resources needed for expansion based on situation analysis, impact of resources, and efficiency.
- Formulates plans for PBL managed events, such as trade association activities, educational events, public relations events
- Research and monitor all new emerging technologies, trends, and competitive products.
- Other projects and duties as necessary

Minimum Qualifications:

- Marketing and/or Medical degree
- Experience
 - 5 to 15 years successful international marketing and sales experience appropriate for region.
 - 3 -5 years with a medical product in the region
- Experience leading international introduction and expansion of consumer product in region
- Japanese fluency preferred
- Excellent communication and business relationship skills. Must be a team player able to work with a variety of organizational functions. Builds relationships based on trust and cooperation, negotiating skillfully in tough situations and win concessions without damaging relationships.

- Structured and logical, clearly articulating our strategy to customers, internal employees and all stakeholders
- Effective leadership ability. Can identify appropriate resources for a variety of assignments, set expectations, and interact with people at all levels both inside and outside the organization. Can create and execute both, competitive and breakthrough strategies and plans.
- Effective problem solving skills. Uses logic and methods to solve difficult problems with effective solutions. Is a seasoned decision-maker.