

开发创新疗法是科学领域中最具挑战性、最重要和最有个人价值的领域之一。在我们追求将创新科学转化为患者价值的过程中，成为阿斯泰来的一员是一个令人兴奋的时刻！我们是一家拥有独特的合作和以患者为中心的文化的公司。现对以下职位进行公开招聘，欢迎符合条件的同事投递简历或推荐外部候选人。

职位： Partner, Business Operation

部门： Business Operation Management

直线经理： Head, CKA Operation

工作地点： Beijing

Purpose & Scope:

Support Brands@Centre to bringing alignment and ownership with cross-functional teams. To successfully operate in an agile, value-focused environment, a delivery-oriented mindset is required. The role will focus on efficient and effectively execute commercial compensation, commercial agreement, distributor management, commercial supply chain management.

Responsibilities and Accountabilities:

1. **Commercial supply chain management:** Sustain strong collaboration with stakeholders e.g supply chain team, commercial team and cross functions in China. Responsible for

- Goods returns management
- Product qualification management,
- Change management
- Ex-factory price management
- Credit management

2. **Business Operations Management:** Contribute on B@C business

operation process implementation. Including:

- Commercial compensation: Calculation and compensation process management
- Agreement management: Propose content and attend the agreement review process with internal stakeholders.
- Distributor Management: Manage the cycle of distributor access process, including open/close account, qualification management, DD process, etc.
- Customer master data management

3. **Data management:** Maintain regular report and dashboard for B@C

4. **Process management:** SOP management and implement.

5. **Project management:** Take the role of project lead by implementing projects and making sure the achievement of project objective to ensure the achievement.

6. **Project support:** To support CKA team on sample management, or meeting system, or support exploring innovate business operation model,

etc...

7. Collaborate with various functions/team and build strong partnership with B@C, finance, supply chain, etc...

Required Qualifications:

Education:

Bachelor degree and above in economics or business or related area

Knowledge & Skills:

1. Quick learner and adapt to a rapidly changing environment and practices
2. Outstanding team work spirit.
3. Proactive with a high drive and a can-do attitude
4. Strong communication and coordination skills
5. Strong execution ability and accountability
6. Can work independently but also engage in collaboration as a strong team player.
7. Analytical and problem-solving skill.
8. Proficient at MS Excel and PPT, database and data analysis
9. Good command of both spoken and writing English skills prefer.

Preferred Qualifications:

Experience:

5+ years of commercial operation or relevant experience in pharmaceutical
MNC company. Having importer management experience prefer.

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