



Company: Merck Biopharma

Position Title: Head of Data Empowerment

Location: Tokyo

Department: Commercial Excellence

Reporting To: Head of Business Technology & Solutions (Biopharma)

No. of direct reports: 5

Purpose of the Role

The primary purpose of the Head of Data Empowerment is to be the key person in the organization to lead our activities of data management, data analytics and data-driven applications, to meet the needs of the larger Business Technology & Solutions department and enable its internal clients in the business units and sales departments to achieve their business goals.

Key Responsibilities

The Head of Data Empowerment Team's core mission:

- To define and drive the stream of new initiatives using Machine Learning and AI solutions (such as LLMs), either as new projects or integrated in existing projects like our Next Best Action system (Veeva Suggestions) to accelerate the growth of our business with very targeted recommendations, meeting and exceeding the needs of our BU and Sales counterparts.
- To lead the continued development of reporting solutions to address evolving KPI measurement and visualization needs.
- To continue enhancing our data infrastructure to store and process internal and external Data.
- To define the future of the CRM platform for Japan in partnership with the Global CRM Team.
- To coach and train team members (and new joiners in the team) to further their data analytics skills, their project management skills and overall capacity to handle more complex responsibilities by themselves.

Other Responsibilities:

- Be well connected with our key counterparts in Marketing, Sales, and other teams within the Business Technology and Solutions department, to understand and anticipate their needs and what this means for our data infrastructure, data ingestion or data analytics in terms of set up and readiness.

- Be well connected with the Global Data Analytics and Platforms streams to understand where Japan could be impacted, or where Japan could benefit from global tools or by joining new projects.
- Be able to take the hands-on lead on specific analytical projects when needed (if the team experience is insufficient, or if the current resources are limited).
- Establish close relationship with IT partners locally and globally as they manage our cloud platforms.
- Hiring additional resources and outsourcing (while most of the work should be done internally).
- Dutifully manage spending and yearly budget of the team

Main Interfaces

Internally:

Key stakeholders: Marketing, Sales Team, other teams in Business Technology & Solutions, IT, in partnership with Global counterparts expected on key projects.

Candidate's Profile

Education

Bachelor's degree and up in a relevant field (STEM); advanced degree preferred.

Professional Experience & Skills

- Strong experience in directly managing and running hands-on Data Analytics Projects. Experience in developing machine learning models (forecasts, marketing mix, prediction, classification) is a strong skillset we are looking for in this position.
- Working knowledge of R and/or Python for Machine Learning, Visualization, Reporting and in more general terms Data Analytics purposes.
- Good awareness and hands-on experience of modern AI tools like LLMs and how to deploy them.
- Good understanding of AWS cloud infrastructure and the role of tools like S3, Lambda, Step functions, Athena, Event Bridge, Glue...
- Pharma Industry Experience Preferred, but not mandatory to apply for the role.
- History of working with a high degree of agility, initiative and a flexible approach – managing competing demands and changing priorities to deliver outcomes successfully.
- Proactive, result-oriented and capable to work independently when needed.
- A systematic approach to work maintaining accountability, plans and demonstrations of success.

- Good presentation skills: know how to get to the point quickly and precisely, using visuals to your advantage.
- Strong ability to exercise judgment and decision-making at a level commensurate with the role.
- People management experience strongly preferred. Not mandatory but would be a strong asset for this position if the applicant has already managed people directly or even indirectly (as cross-functional project leader, for example).
- Excellent communication skills and interpersonal skills.
- High personal integrity.

If you are interested in this position, please contact Keith Tuhako at 03 4520 4019 or via email at k.tuhako@computerfutures.com