

Commercial Manager – Jakarta, Indonesia

mClinica is a fast growing impact-driven healthcare technology company, focused on advancing healthcare for hundreds of millions of people across Asia. We help the biggest Pharmaceutical Companies in the World, Governments and NGOs navigate in SEA's emerging markets.

Our platform SwipeRx is the largest community of pharmacy professionals, where we help more than 25% of all Pharmacists in Southeast Asia access education, information and value-added services. As Indonesia is our biggest market, we are now looking for a Commercial Manager to support our fast growth and manage programs for our Pharmaceutical manufacturers and Distributors.

Your tasks and responsibilities:

- Full ownership of commercial projects, with a clear focus on ROI and customer retention.
- Develop and implement commercial strategies to accelerate growth by analyzing customer insights and working closely with the senior management.
- Identify opportunities for business expansion through quantitative and qualitative data analysis of customer behavior and industry trends.
- Set big goals, smash them and take risks to support our aggressive growth.
- Collaborate and coordinate with diverse teams (marketing, sales, data, customer service etc.).
- Present your ideas and provide follow up to all key stakeholders and senior management.

Your Profile

- Desire to learn in a fast-paced startup – attitude is by far the most important.
- Excellent communicator and creative thinker with a strong eye for detail.
- Proven track record of taking ownership and leadership of a project.
- Strong analytical skills and number-driven decision making approach.
- Proficiency in English and Bahasa.
- Bachelor or Masters degree from a top Indonesian University
- Up to 2 years of experience within finance, banking, management consulting, or a relevant graduate program in a large corporation in Indonesia.
- Experience in the Pharmaceutical industry is a plus, but not mandatory.

What You Can Expect from Us

- Opportunity to work with international teams, **develop and execute on important strategies together with the senior management.**
- **Significant career growth opportunities** in a fast-growing international business.
- **Competitive compensation.**
- **Challenging and diverse assignments** along with direct responsibilities.
- **Fun & casual working environment.**
- **Starting date:** As soon as possible.

Apply

If you are interested in this position and would like to become part of the mClinica team, please send your resume to oscar@mclinica.com (Subject: Commercial Manager).