

MichaelPage

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Rare disease, Key Account Manager

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Job Information

Recruiter

Michael Page

Job ID

1544927

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Refreshed

June 17th, 2025 15:56

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

As a Key Account Manager specializing in rare diseases, you will be responsible for building and maintaining strong relationships with key stakeholders while driving sales and market penetration in the Pharma industry.

Client Details

The hiring company is a reputable organization within the Pharma industry, recognized for its innovative approach to its rare disease product. As a part of a mid-sized team, the company focuses on advancing patient outcomes through targeted therapies and strategic partnerships.

Description

- Develop and implement strategic account plans to achieve sales targets in the rare diseases sector.
- Build and maintain strong relationships with healthcare professionals, institutions, and other key stakeholders.
- Provide expert product knowledge to clients, ensuring they have a comprehensive understanding of the offerings.
- Identify and pursue new business opportunities to expand market share within the Tokyo region.
- Collaborate with internal teams, including marketing and medical affairs, to align strategies and objectives.
- Analyze market trends and competitor activities to identify growth opportunities and mitigate risks.
- Ensure compliance with all regulatory requirements and company policies during interactions with clients.

- Prepare and deliver accurate sales forecasts and performance reports to management.

Job Offer

- Opportunities for career growth within a well-established life sciences company.
- A chance to work on impactful projects in the rare diseases sector.
- Collaborative work environment with access to resources that support professional development.
- Comprehensive benefits package and work-life balance initiatives.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nalisala Karnnganunvichit on +81 3 6832 8650.

Required Skills

A successful Key Account Manager should have:

- Experience working with rare diseases area in Sales, KAM
- A proven ability to build and nurture professional relationships with key stakeholders.
- Excellent communication and presentation skills to effectively engage with clients and internal teams.
- A proactive mindset with a focus on achieving measurable results.
- A solid understanding of the healthcare landscape in Tokyo and its regulatory environment

Company Description

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