

MichaelPage

www.michaelpage.co.jp

National Account Manager - Core Diagnostics

Strategic Growth. Enterprise Impact.

Job Information

Recruiter

Michael Page

Job ID

1546696

Industry

Medical Device

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 15 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

July 3rd, 2025 16:18

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

This is a significant client-facing role responsible for expanding and protecting major diagnostics accounts across Japan. You'll lead enterprise-level engagement and drive consultative sales strategy through cross-functional collaboration and executive influence.

Client Details

Our client is a global healthcare leader with a legacy of innovation in diagnostics, committed to enhancing patient care through cutting-edge laboratory solutions. Their Core Diagnostics division plays a critical role in hospitals and health systems worldwide, known for delivering clinical and operational value.

Description

- Own strategic growth of assigned enterprise accounts (including landmark hospitals and health systems).
- Engage and influence Director and C-level stakeholders within and beyond the lab setting.
- Lead internal cross-functional sales teams to deliver customized diagnostic solutions and execute account plans.
- Drive revenue, margin, and long-term partnership outcomes through contract negotiation and performance management.
- Build deep customer insights and deliver high-impact value propositions in a competitive environment.
- Collaborate with global and local teams to shape strategy, customer experience, and commercial outcomes.

Job Offer

???? Competitive salary package
???? High-visibility enterprise-level role in a global company
???? Leadership exposure with direct impact on business growth
???? Professional development and progression in a high-performing team
???? Inclusive and innovation-driven culture

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.

Required Skills

You are an experienced enterprise sales professional with a proven record in consultative selling, strategic account management, and executive engagement-ideally within healthcare or diagnostics. You are commercially sharp, collaborative, bilingual (Japanese & English), and capable of navigating complex, matrixed environments.

Company Description

Our client is a global healthcare leader with a legacy of innovation in diagnostics, committed to enhancing patient care through cutting-edge laboratory solutions. Their Core Diagnostics division plays a critical role in hospitals and health systems worldwide, known for delivering clinical and operational value.