

**MichaelPage**

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## Key Account Manager - Pharma Ingredients

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#### Job Information

**Recruiter**

Michael Page

**Job ID**

1546883

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7 million yen ~ 9 million yen

**Refreshed**

July 7th, 2025 15:05

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

The Key Account Manager - Pharma Ingredients will oversee business development and client management for pharmaceutical ingredients, with a strong focus on fostering relationships and achieving sales goals. Based in Tokyo, this role requires expertise in managing key accounts within the industrial and manufacturing industry.

#### Client Details

This organization is a small-sized enterprise operating in the industrial and manufacturing industry. They specialize in providing high-quality ingredients for various sectors, with a commitment to innovation and client satisfaction.

#### Description

- Manage and grow existing key accounts within the pharmaceutical ingredients sector.
- Develop and implement strategic sales plans to achieve revenue and growth targets.
- Identify new business opportunities and establish strong relationships with potential clients.
- Provide expert advice on pharmaceutical ingredients to meet client needs.
- Collaborate with internal teams to ensure seamless delivery and customer satisfaction.
- Conduct market research to stay updated on industry trends and competitor activities.
- Prepare and deliver presentations to clients and stakeholders.

- Maintain accurate records of sales activities and client communications.

#### Job Offer

- Competitive salary range of JPY 7300000 to JPY 9200000 annually.
- Comprehensive health care and benefits package.
- Opportunity to work in Tokyo
- Collaborative and innovative work culture.
- Career development opportunities within the industrial and manufacturing industry.

Join a forward-thinking team and make a significant impact in the pharmaceutical ingredients market. Apply today to advance your career as a Key Account Manager - Pharma Ingredients!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sieffre Nagashima on +81 3 6832 8939.

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#### Required Skills

A successful Key Account Manager - Pharma Ingredients should have:

- Educational background in business, chemistry, or a related field.
- Proven experience in key account management, preferably within the pharmaceutical or manufacturing industry.
- Strong knowledge of pharmaceutical ingredients and their applications.
- Excellent communication and negotiation skills.
- Ability to work independently and meet sales targets.
- Fluency in English and Japanese for effective communication.
- Proficiency in Microsoft Office and CRM tools.

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#### Company Description

We are the No. 1 supplier into most of the major foreign headquartered Companies across Tokyo and have an office of over 200 Consultants here in Japan. As a result, we attract some of the strongest candidates available. We have been operating in Japan for over thirteen years and have an International presence enabling us to draw on a network which spans across 161 offices in 33 countries worldwide. In particular, the Asia Pacific region in line with our US, UK and Australian offices work closely to share market knowledge and information as well as candidates & clients in a discretionary manner.