

**【東京】 APAC 技術営業マネージャー/Regional Applications Manager****Job Information****Hiring Company**

Spectris Co., Ltd.

Job ID

1562904

Division

マルバーン・パナリティカル事業部

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

15 million yen ~ 20 million yen

Work Hours

09:00~17:15

Holidays

土日祝日、年末年始休暇、夏季休暇（3日）

Refreshed

November 11th, 2025 00:00

General Requirements**Minimum Experience Level**

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description**«Job Description & Position Highlights»**

- Responsible for overseeing lab operations and customer application management across the APAC region.
- Lead a team to enhance product demonstrations and customer experiences, contributing to regional strategy.
- Directly engage in business-oriented decision-making through KPI analysis and sales target achievement.
- Leverage scientific and business management expertise to work in a flexible, collaborative global environment.

【Job Responsibilities】**Reporting to VP Applications**

As we move our Applications function towards a regional model, we are looking to appoint a Regional Applications Manager in APAC. This role will have responsibility for laboratories within the region, working with the Sales Organization to ensure that systems orders are met. It will lead the vision of Applications within APAC and the delivery of a global showcase for demo labs.

What will it involve?

- Leading Applications to become 'in front' of customers, instruments and the camera.
- Maximizing profitability by delivering orders targets with the regions with focus on reporting, KPIS and systems orders.
- Managing teams to support our customer centric approach, making it easy for customers to use our products.
- Making sure Health and Safety is at the forefront of all our labs within APAC.

【Employment Type】

Permanent employee

【Salary】

Salary negotiable based on experience

【Working Hours】

In accordance with company regulations

【Work Location】

In accordance with company regulations

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills**【What will make you a success in this role?】**

- Having a passion for science, products and our segments and using this to lead an Applications team.
- Understanding of global and product order targets with the ability to meet top and bottom-line targets consistently.
- Ability to dive into KPIS and analyse the details of demos, lab reporting and utilization to be as effective as possible.
- Demonstrable knowledge through education in a scientific field and/or business management.
- Ability to drive change, and influence and inspire.

This position requires someone who works collaboratively with all functions within the organisation and the ability to navigate yourself and teams through change and transformation.

We are looking for an inspiring leader of large groups of people who wants to drive our new organization forward.

Company Description