



Field Application Specialist (Bioreactors)

外資系 ライフサイエンス グローバルシェアトップ企業での募集です。テクニカル...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系 ライフサイエンス グローバルシェアトップ企業

Job ID

1567179

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 7.5 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】有給休暇は入社時から付与されます 初年度 最大20日 1か月目から 【休日】完全週休二日制 土 日 祝日 GW 夏...

Refreshed

February 21st, 2026 21:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2337097】

Promoting the bioreactor and its relating products proactively by organizing the field works such as the product presentation and trial in the customer site. In parallel by analyzing the sales data and forecast making the strategic plan and sharing | reporting it to the regional manager (quarterly) Attending to the exhibition | conferences and company organizing events actively to find the potential customers and sales opportunities.

The Application Specialist will be responsible for offering product expertise application knowledge and technical support along each step of customer's process and for bringing the products' technical expertise and market knowledge to the sales team.

The main missions are to ensure successful design validation and implementation of products by supporting sales for product design product positioning and demonstration and supporting customers for application development work initial startups and training.

[Main Responsibilities Tasks]

- Support the sales organization on existing products through product presentations demonstrations and application studies and on new products in close collaboration with product management through beta sites testing and demonstrations
- Be responsible for the assigned product line to support sales target achievement in the defined territory
- Support sales in the customer process and URS analysis and generate application trials to help designing optimized products in line with the application requirements
- Provide technical support proactively answer inquiries and resolve implementation problems in the field for customers
- Support quality department in the quality complaint process by troubleshooting and analyzing customers processes for better investigation and resolution
- Collect compile verify and analyze data on the assigned product line performance and customer feedback to identify product features that need to be changed to meet customer needs
- Report on competitors' products and feedback information to the application specialist management and products management
- Provide basic product training to internal sales and dealers and running external customer workshops and seminars
- Conduct trials and demos to achieve intended results and create trial reports to product management and sales teams
- Collaborate with interfaces to define the scope and acceptance criteria of trials and build professional trial reports

Required Skills

[Qualification Skills]

- Academic degree in biological engineering biotechnology or other life sciences related field
- Experiencing cell culture (with bioreactor or flask) is preferred
- Familiarity with life science application experiment technology and a good understanding of hot research topics is a plus
- Familiar with related products laboratory processes and equipment
- Strong learning ability and expert knowledge base in this area
- Ability to effectively interface with product / project / division management
- Excellent communication and presentation skills
- Strong customer orientation
- Proven software skills e.g. Microsoft Office
- Native level spoken and written Japanese
- Upper intermediate level spoken and written English (e.g. TOEIC 650 and above)

Company Description

ご紹介時にご案内いたします