



Account Manager (Inside Sales)

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

1567200

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 6.5 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】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 夏季休暇 年末年始 入社初日に有給付...

Refreshed

November 27th, 2025 14:48

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 NJB2337336】

The Account Manager will be responsible for leading the sales organization within a specified geography or for a certain group of customers and / or is responsible for policy and strategy implementation for short term results (1 year or less) . The holder of this position will oversee the sales teams to drive profitable growth aligned with the organization's goals and objectives.

Furthermore the position holder will obtain and maintain long term key customers by comprehending their requirements.

The goal is to contribute in sustaining and growing the business to achieve long term success.

【Main Responsibilities Tasks】

- ・ Implementation of Sales and Marketing activities to achieve business objectives
- ・ Sales and Support to targeted accounts in the Pharma Biologics F B and Medical sectors
- ・ Provide application support to customer for process optimization and yield improvements
- ・ Build strong customer relationships to maintain and expand accounts
- ・ Involve in business development and strategic positioning for new markets
- ・ Coordinate and implement marketing activities eg. exhibitions seminars and workshop

～Account Management～

- ・ Develop account planning to achieve short and long term goals aligned with company strategies.
- ・ Achieve growth and hit the annual sales targets
- ・ Responsible for the implementation of Sales and Marketing activities to achieve business objectives
- ・ Coordinate with all departments and key customers to identify the potential issues within the assigned account and determine the best course to mitigate and minimize any negative impact to customers

～Set strategic approach～

- ・ Target prospect lead qualification identify key decision makers and analyze customer needs and ultimately deliver solutions.
- ・ Work closely with Global strategic account managers in aligning the sales and marketing activities to local site requirements.
- ・ Processing Mapping and molecule tracking ・ as foundation for account planning

Required Skills

【Qualification Skills】

- ・ Graduated from University of Science especially Bio or Life Science major
- ・ Working experience in Pharma Biologics F B and Medical sectors
- ・ Self motivated and ambitious
- ・ Comfortable with change and serious about continued improvement
- ・ Good negotiation skills
- ・ Good analytical and presentation skills
- ・ Good interpersonal and communication skills in dealing with people at different levels
- ・ Excellent written and verbal communication skills in Japanese and good English skills
- ・ Flexible and willing to travel
- ・ Computer skills (Excel Powerpoint etc)

Company Description

ご紹介時にご案内いたします