# Business Account Manager – Drug Discovery

**スイス本社　バイオ医薬品の研究開発DX**

## Job Information

**Hiring Company**
Genedata KK

**Job ID**
1607551

**Industry**
Pharmaceutical

**Job Type**
Permanent Full-time

**Location**
Tokyo - 23 Wards

**Salary**
Negotiable, based on experience

**Work Hours**
In accordance with company regulations

**Holidays**
In accordance with company regulations

**Refreshed**
November 24th, 2026 10:00

## General Requirements

**Minimum Experience Level**
Over 1 year

**Career Level**
Mid Career

**Minimum English Level**
Business Level

**Minimum Japanese Level**
Fluent Level

**Minimum Education Level**
Bachelor's Degree

**Visa Status**
Permission to work in Japan required

## Job Description

**≪Job Description & Position Highlights≫**

- Responsible for everything from proposing R&D digital transformation (DX) software to biopharmaceutical companies to its implementation and long-term customer support
- The rewarding opportunity to accelerate drug discovery research with cutting-edge digital technology and contribute to the development of innovative treatments
- An environment where you can hone your global sales experience while leading business expansion in the Japanese market in collaboration with overseas teams
- A role that allows you to play a wide-ranging role through domestic and international business trips, backed by the

stable foundation and comprehensive benefits of the Danaher Group

**【Job Responsibilities】**
We are looking for a qualified salesperson with a strong entrepreneurial spirit to be a key member of our Business Account Management Team in Tokyo.

The Business Account Manager plays a critical role in expanding Genedata's footprint in Japan.
You will be responsible for identifying, pursuing and closing business opportunities at biopharma companies for Genedata software and professional services. Also, you will ensure that our customers maximize the value of our market-leading software solution throughout its adoption lifecycle and thereby retain and grow them in long-term partnerships.
This position reports to the Senior Manager Sales Japan located in Tokyo, managed by the Managing Director of Genedata KK.

In this role, you will have the opportunity to:

- Represent the company at conferences, trade shows, and networking events.
- Connect with biopharmaceutical scientists, IT professionals and R&D Managers to understand their needs and raise awareness of Genedata and its software solutions.
- Actively identify opportunities by uncovering critical data analysis, digitalization, and IT infrastructure needs
- Drive business and manage the entire sales cycle from prospecting to closure: conduct outreach, qualify prospects, manage software demonstrations (with the professional services team), communicate proposals, build value, negotiate and close deals
- Actively manage and expand accounts - build trusted relationships to become the preferred partner for your clients, understand customer situation and scientific, technical, and business needs, manage software renewals and retain customers, expand licenses, develop opportunities for service projects
- Interact with with the professional services, product management, marketing and other teams to identify and build opportunities and sell software and services

**< About Us >**
Bring more to life.
Are you ready to accelerate your potential and make a real difference within life sciences, diagnostics and biotechnology? At Genedata, one of Danaher's 15+ operating companies, our work saves lives – and we're all united by a shared commitment to innovate for tangible impact.
You'll thrive in a culture of belonging where you and your unique viewpoint matter. And by harnessing Danaher's system of continuous improvement, you help turn ideas into impact – innovating at the speed of life.
The biopharmaceutical industry is undergoing a digitalization revolution, adopting data-driven R&D approaches to develop innovative therapies quicker. Genedata's market-leading enterprise software is fueling this revolution, enabling leading biopharma, biotech, and CRDMO companies worldwide to automate processes and leverage biopharma R&D data analytics so they can find breakthrough therapies faster. Join this digital transformation and help scientists around the world accelerate the pace of biopharma R&D.
Learn about the Danaher Business System which makes everything possible.

**【Employment Type】**
Permanent employee

**【Salary】**
Based on experience and skill level

**【Working Hours】**
In accordance with company regulations

**【Work Location】**
Tokyo, Tokyo, Japan
*Business Trip: up to 70% travel in Japan, up to 2 times a year intercontinental (Europe).
*This role is an on-site role.

**【Holidays & Leave】**
In accordance with company regulations

**【Benefits & Welfare】**
Genedata, a Danaher operating company, offers a broad array of comprehensive, competitive benefit programs that add value to our lives. Whether it's a health care program or paid time off, our programs contribute to life beyond the job.

## Required Skills

**【The essential requirements】**
The successful candidate will have the following background:

- Passion for accelerating biopharma R&D through high-value enterprise software solutions.
- Preferably a BSc or MSc Degree in a Life Sciences discipline
- At least 2 years experience in a B2B sales or business development role
- Fluency in Japanese (Native or N-1)
- Business communication capability in English
- Basic familiarity with IT and Software.
- Good contacting skills, problem solving ability and pro-active drive
- Travel, Motor Vehicle Record & Physical/Environment Requirements:
  - Ability to travel – up to 70% travel in Japan, up to 2 times a year intercontinental (Europe).
- It would be a plus if you also possess previous experience in B2B sales with pharmaceutical companies (research and development), preferably in software sales

Join our winning team today.
Together, we'll accelerate the real-life impact of tomorrow's science and technology. We partner with customers across the globe to help them solve their most complex challenges, architecting solutions that bring the power of science to life.
For more information, visit www.danaher.com.

## Company Description