



Morgan
McKinley

【外資系血液検査】リージョナルアカウントマネージャー | 関東エリア担当

がんの早期発見を可能にする、先進的な血液検査技術を持つ企業です

Job Information

Recruiter

Morgan McKinley

Job ID

1608065

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

August 19th, 2026 18:49

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

先進的ながん診断用血液検査技術を持つ外資系ヘルスケア企業にて、関東エリアを担当するリージョナルアカウントマネージャーを募集しています。

製薬・ヘルスケア業界での営業経験やオンコロジー領域での経験を活かし、最先端のがん診断・医療テクノロジー分野でキャリアアップしたい方に適したポジションです。

主な職務内容

- ・ 関東エリアの医師、病院、医療機関など、新規顧客・新規ビジネス機会の開拓
- ・ 担当地域の医師、病院、医療関係者の訪問（※出張含む）
- ・ 関東エリアのKOLやキーパーソンとの信頼関係の構築
- ・ 新しいがん診断製品の市場導入に向けたリージョン戦略および営業計画を立案・実行
- ・ 売上予測や営業パイプラインの管理

- 担当地域における年間売上目標を達成すること
- 医学・科学に関する知識を活用し、先進的ながん診断用血液検査ソリューションが患者の治療や医療アウトカムにどのように貢献するかを説明すること

A global healthcare company is seeking an experienced **Regional Account Manager** to drive sales of advanced cancer diagnostic blood tests across the **Kanto region**.

In this role, you will build relationships with doctors, hospitals, and key healthcare decision-makers while expanding adoption of innovative cancer diagnostics. You will identify new business opportunities, lead regional product launch strategies, achieve ambitious sales targets, and communicate the clinical value of advanced diagnostic testing to healthcare professionals.

This is an exciting opportunity for an experienced **pharmaceutical or healthcare sales professional** to join a fast-growing organisation at the forefront of cancer diagnostics, medical technology, and data-driven healthcare.

Key Responsibilities

- Identify and develop new business opportunities with doctors, hospitals, and healthcare organisations across the Kanto region.
- Build and maintain strong relationships with **key healthcare leaders, physicians, and decision-makers** to drive long-term business growth.
- Lead regional plans and commercial activities for the introduction and launch of new cancer diagnostic products.
- Achieve annual sales targets and maintain accurate sales forecasts across the assigned territory.
- Present and communicate the clinical value of advanced cancer diagnostic blood tests clearly to doctors and healthcare professionals.
- Use medical and scientific knowledge to explain how innovative diagnostic solutions can support better patient outcomes.
- Monitor regional market opportunities and develop strategies to expand product adoption and sales performance.
- Travel frequently across the assigned territory to meet healthcare clients and support business development activities.

Required Skills

必須条件 経験・資格：

- ヘルスケア、製薬、バイオテクノロジー、または医療機器業界での営業関連経験7年以上
- 製薬業界におけるがん領域・オンコロジーの営業担当（Sales Rep）経験、または同等の経験
- 広い担当エリアにおけるセールスマネジメント実績
- 頻繁な出張が可能な方

ソフトスキル：

- コミュニケーション能力・対人スキル
- 営業目標を達成する意欲、主体性
- 新しい技術や環境に素早くキャッチアップできる適応力、学習能力

語学力：

- 日本語：ネイティブレベル
- 英語：基礎レベル

歓迎条件

- グローバルな製薬企業・ヘルスケア企業での経験
- 必要に応じてオンライン会議を活用できること
- 新製品ローンチにおける地域営業戦略・販売戦略の立案経験

この求人がおすすめの理由

- 先進的ながん診断テクノロジーに携わり、がんの早期発見やがん医療の発展に貢献するやりがい
- 関東エリアの営業戦略をリードする要職
- パフォーマンス連動の報酬あり
- リモートワークOK
- フレックスタイム制あり

Required Skills and QualificationsExperience:

- **7+ years of sales experience** in healthcare, pharmaceuticals, biotechnology, medical devices, or a related industry.
- Proven experience as a **pharmaceutical cancer sales representative** or in a similar oncology-focused sales role.
- Demonstrated success managing sales activities and customer relationships across a large geographical region.
- Experience achieving and exceeding sales targets, managing sales forecasts, and developing regional business plans.
- Willingness and ability to **travel frequently** to meet doctors, hospitals, and healthcare clients.
- Bachelor's degree or equivalent professional experience.

Soft Skills:

- Excellent communication and relationship-building skills, with the ability to establish long-term trust with doctors and healthcare leaders.
- Highly self-motivated, ambitious, and results-oriented, with a strong commitment to achieving sales targets.
- Strong business development and negotiation skills.
- Able to quickly learn and communicate complex medical and scientific information.
- Adaptable and comfortable working in a fast-paced environment with evolving technologies and healthcare needs.
- Strong ownership and ability to independently manage a regional sales territory.

Language Requirements:

- **Japanese:** Native level.
- **English:** Basic level.

Preferred Skills & Qualifications

- Previous experience working for a **global pharmaceutical or healthcare company**.
- Experience using digital and virtual tools to engage with healthcare professionals.
- Strong track record of achieving ambitious sales targets and performance KPIs.
- Experience developing regional commercial strategies for new product launches.
- Experience in oncology, cancer diagnostics, biotechnology, or advanced medical testing.

Why You'll Love Working Here

- Make a meaningful difference in **cancer care** by bringing advanced diagnostic technology to doctors and patients.
- Work with cutting-edge medical innovation in a rapidly growing and highly respected healthcare sector.
- Take ownership of a regional territory and play a key role in expanding access to advanced cancer diagnostics.
- Benefit from an attractive **¥11M-¥14M annual salary** with strong performance-driven rewards.
- Accelerate your career in an ambitious, high-performance sales environment with **remote work/WFH and flexible working arrangements**.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。