Healthcare/Security Service Sales

Exclusive job

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Job ID
1612652

Industry
Insurance

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience ~ 7.5 million yen

Refreshed
November 23rd, 2026 01:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

- Development of engagement strategies to successful manage Clients, in line with both their needs and those of International SOS: Possesses a deep insight into the client's business and organizational dynamics, their solution requirements, maintaining a plan of engagement and further development of needs throughout the customer life cycle. Maps quick wins, medium and long term goals for their client portfolio. Develop, manage, and progress a pipeline of renewal and extension opportunities to support successful timely closing and reporting.
- Develop, manage, and progress a pipeline of renewal and extension opportunities to support successful timely closing and reporting: Invest time in understanding utilization patterns, driving all areas of utilizations across service delivery platforms. Look for gaps in client solution, reducing their expose and increasing product penetration
- Value and Targeted relationship selling methodology: Leveraging Target Relationship Selling, crafting and articulating our Value Proposition and expertly apply Value Selling & Negotiation techniques in a "live" customer engagement
- Verbal, presentational, and written communication skills: Developing and delivering advanced multi-mode communications that convey a clear message and builds partnerships. Working collaboratively with others to meet shared objectives
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Adaptability, creativity, innovative and uses initiative to drive success measures: Creating new and better ways for the organization to be successful through adaptable innovation and creativity
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Strategic thinking and critical judgment: Identifying future possibilities and translating them into breakthrough strategies
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Customer orientation (internal and/or external customers): Building strong internal & external customer relationships and delivering customer-centric solutions.
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Action and detail orientated: Taking on new opportunities and tough challenges with a sense of urgency, high energy, and enthusiasm
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Interpersonal skills that drive relationships externally and internally, facilitating teamwork, organisationally savvy: Relating openly and comfortably with diverse groups of people and drive relationship-building and teamwork
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Technical knowledge of our services: Uses internal resources available to stay up to date with product development for services available in their selling office and service delivery centres where their clients operate.
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Commercial acumen: Understand overall profitability of owned account list, including each customer's position to the published list price. Can articulate the value and investment of the International SOS services relevant to client's programs in order to negotiate and achieve a commercially attractive deal for both the client and International SOS.
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Self-driven to continue to develop as an Account Management professional: Actively seeking new ways to grow as an Account Management professional and be challenged using both formal and informal development channel
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Expert in most Microsoft Tools is required: Anticipating and adopting innovations in business-building digital and technology applications

Required Skills

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Typically, a minimum of two years in an Account Manager or commercial Relationship Manager role, in a B2B environment, leveraging value-based sales techniques to successfully meet and /or exceeding retention and growth targets.
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Demonstrate experience of successful communication with Clients and internal stakeholders.
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Experience working in a multicultural/international environment, being both an individual contributor and a team player.

Company Description