

Account Manager West Japan

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Life Sciences Instrumentation Manufacturer

Job ID
1617151

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5 million yen ~ 8 million yen

Refreshed
November 12th, 2026 01:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

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Employee Benefits:
Employment type: Permanent, full-time employee

Base annual salary: JPY 8,000,000 to JPY 12,000,000

Incentive opportunity: Up to approximately JPY 3,000,000

Total annual compensation: Up to approximately JPY 15,000,000, depending on experience and performance

Annual salary review

Working hours: 9:00 to 17:30

Break: 60 minutes

Working model: Fully remote

Five-day working week

Saturdays, Sundays and national holidays off

Paid annual leave

Full commuting and approved business travel expenses covered in accordance with company policy

Full social insurance coverage, including health insurance, employees' pension, employment insurance and workers' compensation insurance

Probationary period: Three to six months

Smoking is prohibited on company premises

Hiring process: Four interviews

Required Skills

- Bachelor's degree in a related science field
- 3+ years of sales experience in the life sciences tools industry selling laboratory instrumentation
- Demonstrated track record of sales performance and exceeding quota
- Ability to independently lead customer-facing technical and commercial discussions
- Strong consultative selling and customer discovery skills
- Self-motivated, proactive, and able to work effectively in a fast-paced environment
- Candidates based in the Kansai region are strongly preferred
- Travel up to 25% overnight when required
- Experience with MS Office applications and Salesforce databases is desired

Company Description

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