

Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global life sciences company

Job ID
1617204

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ Negotiable, based on experience

Refreshed
November 12th, 2026 02:00

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

We are looking for an experienced and highly motivated Account Manager to join a team of experienced sales and business development professionals to deliver on commercial targets.

[Primary Mission]
Drive sustainable revenue growth in Japan by building and converting high-quality pipeline, maintaining strong commercial discipline, and proactively developing new business opportunities.

[Key Attributes]
- Strong ownership of revenue targets and commercial outcomes
- Excellent pipeline and forecast management discipline
- Proven ability to generate and close new business independently
- Data-driven approach to prioritizing accounts and activities
- Strong commercial judgement, including pricing and business economics
- Ability to translate customer engagement into measurable opportunities and revenue
- Comfortable working hands-on in a lean, fast-moving organization

- Strong customer-facing and relationship-building skills
- Ability to manage multiple priorities and operate independently
- Collaborative with Marketing, Technical Support, channel partners and global stakeholders

[Other Responsibilities Include]
- Identifying new opportunities within the territory
- Managing key customer relationships across diverse customer segments
- Working with the Customer Operations team to prioritise and manage concerns reported by partners in a timely manner
- Understanding customer purchasing cycles and decision-making processes within the territory
- Delivering against agreed commercial targets for the company's products and solutions
- Adhering to best practices for tracking, recording and documenting relevant commercial intelligence from all customer interactions

Employee Benefits:
Employment Type: Full time employee (正社員)

Office Location: Central Tokyo, Japan
Working Model: Hybrid, 2-3 days in office with flex time.
Interviews: 2-3
Budget: Up to 11 Mil (base+bonus)
Welfare and Insurances: Covered

Required Skills

[What We're Looking For...]
We'll expect you to have a BSc preferably in a scientific discipline and proven abilities as a commercial professional with excellent organisation and time management skills and ideally someone experienced in presenting and negotiating. You'll have a positive, can-do attitude and are a strong communicator in both Japanese and English enabling you to effectively engage with customers and internal stakeholders across multi-disciplinary and international teams.

Ideally, you'll have experience working with technical or research-focused organisations, knowledge of scientific products and proven abilities in selling complex products or services. You know your way around CRM systems, are commercially astute with the ability to work to budgets and you have excellent local knowledge of Japanese business practices.

This role will suit someone keen to join an innovative, technology-driven organisation and who is working under pressure with minimum supervision in a matrixed sales and service environment.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.