

Account Manager

Job Information

Recruiter[Planet Pharma](#)**Job ID**

1618381

Industry

Pharmaceutical

Company Type

International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

6.5 million yen ~ 10 million yen

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

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

Territory Account Manager | Life Sciences & Synthetic Biology

Location: West Japan

An innovative life sciences organisation is looking for a commercially focused Territory Account Manager to drive growth across Western Japan. This position will be responsible for expanding market share, developing strategic customer relationships, and delivering revenue growth across a portfolio of advanced research and biotechnology solutions.

Key Responsibilities

- Drive new business development and account growth across pharma, biotech, academia, chemical and research sectors.
- Manage the full sales process, from prospecting and opportunity development through to negotiations and supply agreements.
- Build and maintain senior stakeholder relationships with key customers and channel partners.
- Deliver accurate pipeline forecasting and CRM management.
- Gather market intelligence, monitor competitor activity, and provide customer-driven insights to internal stakeholders.
- Represent the business at industry conferences, exhibitions, and scientific events.

Requirements

- 3+ years of commercial experience selling life science research tools, reagents, or biotechnology solutions.
- Strong understanding of molecular biology, synthetic biology, genomics, or related scientific disciplines.
- Demonstrated success achieving and exceeding revenue targets within a defined territory.
- Experience engaging pharmaceutical, academic, industrial, or biotechnology customers.
- Proficiency with CRM platforms and structured account management methodologies.

Ideal Background Suitable candidates may come from synthetic biology, genomics, molecular biology, protein sciences, life science tools, CRO/CDMO, or advanced research technology environments. Individuals combining strong technical credibility with proven commercial performance and a hunter mentality will be particularly well suited to this opportunity.

Equal Opportunity Employer

We are proud to be an equal opportunity employer. We welcome and encourage applications from all qualified candidates regardless of race, sex, gender identity or expression, disability, age, religion or belief, sexual orientation, or any other characteristic protected by applicable laws and regulations. It is our policy not to discriminate against any applicant or employee, and we are committed to fostering a diverse, inclusive, and respectful work environment across all locations in which we operate. We believe that diversity, equity, and inclusion are fundamental to our mission and enhance our ability to serve clients globally. If you have a disability or require any reasonable accommodations during the application or interview process, please inform your recruiter or contact us (opens in new tab) directly so that we can explore the appropriate arrangements.

Fraud Alert

Candidate safety is a top priority at Planet Pharma. The industry has seen an increase in people falsely representing themselves as recruiters to gather personal information from job seekers. For your safety, do not provide sensitive data to anyone you have not spoken with thoroughly, never provide banking information during the application process and always double check the email address of the Recruiter to ensure it's from an official Planet Pharma domain (@planet-pharma.com, @planet-pharma.co.uk, and @ppgadvisorypartners.com) and not a domain with an alternative extension like .net, .org or .jobs.

Company Description