

Life Science Business Development Executive (Start Up Member)

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global IT Development Company

Job ID
1618928

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 5th, 2026 00:00

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

Role Summary:
We are seeking a Bilingual Business Development Manager to drive growth in the Healthcare and Life Sciences division focusing on Medical Devices and Pharma customers based in Japan. The ideal candidates will leverage their expertise in business development and Account management to identify new opportunities, secure partnerships, and achieve revenue targets.

Key Responsibilities:
1. Business Development:
Identify, develop, and pursue new business opportunities within the healthcare and life sciences sectors.
Build and maintain a robust pipeline of prospects and leads.

2. Account Management
Proven experience in managing and consistently growing business from assigned accounts.
Develop strong relationships with clients, understanding their needs and providing tailored solutions.

3. Client Relationship Management:
Develop strong relationships with clients, understanding their needs and providing tailored solutions.
Act as the primary point of contact for assigned accounts and ensure customer satisfaction.

4. Market Research and Strategy:
Conduct market research to identify trends, competitor activities, and emerging opportunities.
Develop and implement strategic business plans to achieve organizational goals.

5. Sales and Revenue Growth:
Achieve and exceed sales targets and revenue goals.
Negotiate contracts and close deals with key clients.

6. Collaboration:
Work closely with internal teams, including regulatory, engineering, and design teams, to deliver comprehensive solutions to clients.
Provide feedback to product development teams to align offerings with market needs.

Employee Benefits:
Employment Type: Full time employment
Office Location: Kanagawa
Working Model: Hybrid with at least 1 day per a week in office
Salary Budget: Up to 18,000,000
Welfare and Benefits: Available.
Interview Steps: 3
Work Language: English and Japanese

Required Skills

Qualifications and Skills:
Bachelor’s degree in engineering, Life Sciences, Healthcare Management, Business Administration, or a related field. A Master’s degree is a plus.

7- 10+ years of experience in business development, sales, or account management in the healthcare and life sciences domain, primarily in Medical Devices and Pharma segments.

Strong understanding of the healthcare industry, including regulatory landscapes, emerging technologies, and market trends.

Proven track record of meeting and exceeding sales targets.

Company Description

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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.