

Strategic Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global life sciences company

Job ID
1619603

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 8 million yen

Refreshed
November 26th, 2026 03:00

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

The Strategic Account Manager is responsible for driving sales growth and forecasting for key strategic accounts. This role builds long?term, strategic customer relationships and collaborates with domestic and international teams to deliver solutions across highly regulated industries.

Key Responsibilities
- Achieve sales, order intake, and profitability targets by proposing product and service solutions to key accounts.
- Maintain a deep understanding of customers' goals, challenges, development pipelines, and operational processes through regular communication and visits.
- Document activities and manage opportunities using CRM tools as a core sales and communication platform.
- Collaborate closely with global teams to share insights and deliver aligned proposals to customers.
- Build and sustain long-term partnerships at both organizational and individual levels.

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 9 Mil (base+bonus)
Welfare and Insurances: Covered

Required Skills

Qualifications
- Bachelor’s degree in Life Sciences, Engineering, or a related field.
- Minimum 3 years of experience in the life science sector (biopharma manufacturing experience preferred), with sales experience highly preferred.
- Intermediate English proficiency.

- Strong communication and negotiation skills in Japanese; effective English communication for global team collaboration.
- Proven ability to work in cross?functional, global teams.
- Willingness to travel frequently.

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。

?

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.