

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

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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

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