

Key Account Manager - Biopharma

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global life sciences technology company

Job ID
1619604

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 9 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 Key Account Manager (KAM) is the primary relationship owner for a set of strategic accounts in Japan, covering a portfolio of scientific instruments, software and services relevant to Biopharma and Clinical Research workflows. The KAM builds and maintains relationships across all levels of the account, with a focus on key decision makers and top-tier Key Opinion Leaders (KOLs) (e.g., R&D, manufacturing, quality, procurement and executive stakeholders in Japan). The KAM is accountable for delivering profitable growth (orders, revenue and margin) in the assigned accounts through account planning, opportunity management and cross-functional execution with technical, application, service and marketing teams. The KAM reports to the Commercial Leader, Japan.

YOUR RESPONSIBILITIES
- Own the account strategy and territory plan for strategic Biopharma and Clinical Research accounts in Japan, aligned to customer priorities (e.g., process development, QC/QA, translational research, research support facilities).
- Build and expand long-term executive relationships and a strong KOL network; map stakeholders, influence structures and buying centers.
- Drive opportunity identification, qualification and pipeline management across the portfolio; ensure accurate funnel hygiene and forecasting (e.g., CRM systems).

- Lead the end-to-end sales process: customer discovery, solution design (with technical and application specialists), value-based proposals, quoting, negotiation and commercial closing.
- Coordinate cross-functionally (technical specialists, application support, service and marketing teams) to deliver best-in-class customer experience (demos, evaluations, implementation handover, service escalation) and execute account penetration/retention and ABM activities with measurable follow-up.
- Develop and maintain strong relationships with distributors, channel partners, and strategic collaborators where applicable, ensuring effective market coverage and execution within Japan.
- Build relationships with key pharmaceutical companies, biotechnology firms, CROs, and leading academic research institutions across Japan to identify long-term growth opportunities.
- Represent the organization at relevant scientific conferences, industry events, and customer seminars to strengthen brand presence and expand the network of key stakeholders.
- Monitor market trends, competitive activities, and funding priorities in the Japanese biopharma market and translate insights into actionable account strategies.

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: Annual Base Salary: 9M + Target Bonus: 20% (Total On-Target Compensation: 10.8M)
Welfare and Insurances: Covered

Required Skills

YOUR PROFILE
- Bachelor’s degree in Life Sciences, Bioengineering, Biotechnology or related scientific field; advanced degree (MSc/PhD) or MBA is a plus.
- 5?7+ years of experience in Key Account Management / Strategic Sales within life sciences, scientific instruments, research technologies or adjacent high-tech markets.
- Experience selling into regulated environments and research organizations and/or laboratories operating under quality and compliance standards (e.g., GxP).
- Proven experience working with healthcare, life sciences, research organizations, or academic customers in Japan.
- Experience collaborating with distributors, channel partners, or indirect sales models is highly desirable.
- Knowledge of the relevant industry ecosystem in Japan, procurement processes, and capital equipment sales cycles.

It would be a plus if you also possess previous experience in:
- Knowledge of scientific research and analytical technology workflows (e.g., digital imaging, data analysis, workflow automation, and related applications).

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.

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