



Commercial Strategy Associate | データ分析・営業企画・マーケットリサーチ・コンサル経験者

デンマーク本社の外資系企業 | 週に3回出社 | 3年以上の経験をお持ちの方歓迎

#### 募集職種

##### 採用企業名

3shape Japan

##### 求人ID

1470701

##### 業種

医療機器

##### 会社の種類

外資系企業

##### 雇用形態

正社員

##### 勤務地

東京都 23区

##### 給与

500万円 ~ 650万円

##### 更新日

2024年05月13日 08:00

#### 応募必要条件

##### 職務経験

3年以上

##### キャリアレベル

新卒・未経験者レベル

##### 英語レベル

ビジネス会話レベル

##### 日本語レベル

ネイティブ

##### 最終学歴

大学卒：学士号

##### 現在のビザ

日本での就労許可が必要です

#### 募集要項

##### Commercial Strategy Associate

The Commercial Strategy Associate will be responsible for planning and execution of selling strategy in a rapidly changing market, including and not limited to; channel restructuring, new channel/partnership development, flexible transformation of our business model. You will be working closely with the Country Manager and to perform as a key player in this important movement.

**Reporting Line:** Country Manager of 3Shape Japan.

**At least 3 years of experience in consulting, market research, data analysis, or sales planning function is required. Industry experience is good to have but not mandatory!**

For this role, we prioritize can-do attitude and continuous learning mindset, in addition to your passion and ability to analyze

numbers, statistics, and other data to turn it into an actionable strategy for the company to grow. This is the perfect role for those who would like to have direct contribution to the business growth while learning directly from the highest leader of our Japan Branch.

#### Your key responsibilities include:

- Working together with the Japan country manager to:
  - develop the go-to-market strategy and execution plan to change the game in Japan
  - develop new channel/partnerships
- Working with the commercial team to develop, execute and manage existing reseller strategy

#### We offer:

- Lots of interesting challenges that will require your structured and strategic business mind
- Great opportunity to show your entrepreneurship, to be center of big growth, and to contribute to company with highest visibility
- Work in unique professional, friendly and supportive environment
- Opportunity to become part of the success that 3Shape has created over the past 20 years

#### Location/Work Arrangements

Nishi-Azabu, Tokyo, Japan.

Nearrest Stations: Nogizaka Station (Chiyoda line), Roppongi Station (Hibiya Line)

◆ 3Shape has introduced Work-From-Home initiatives and can therefore offer some flexibility.

- Hybrid work : 2days WFH/week
- Flextime system

#### ★3Shape Commercial Strategy Associateの魅力★

・日本市場を伸ばしていくフェーズにあり、さらなるサポートの質の向上を目標に、主体的に責任感をもって業務ができる環境です。

・英語のスキルを活かせる、これからも伸ばせる環境です。

まずはカジュアルな雰囲気でお話をさせていただきたいと思っていますので、お気軽にご連絡ください。お待ちしております。

#### ※選考の流れ

カジュアル面談（ご希望の方）

↓

書類選考（日本語の履歴書と職務経歴書、英文のレジュメ）

↓

適性検査

↓

面接（3回程度）：最低1回はご来社いただき、対面での面接を行います。

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内定・入社

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We will be glad to welcome you in our team!

If you are interested, please do not hesitate to apply as soon as possible with your **CV in both English and Japanese.**

#### スキル・資格

#### Professional Requirements:

- At least 3 years of experience in consulting, market research, data analysis, or sales planning function
- Industry experience is good to have but not mandatory
- Experience of disruptive business transformation
- Strong analytical and problem-solving skills
- Proactive action taker with strong ownership
- Fluent speaking and writing Japanese and business level writing & speaking in English
- Business experience in healthcare/dental industry is preferable
- Sales & Marketing experience is preferable
- General Microsoft Windows knowledge

#### We also want you to be:

- Flexible and highly structured
- Willing to challenge difficult and unprecedented task with strong passion
- Having Can-Do spirit
- Having strong interpersonal and communication skills
- Proactive, Self-motivated
- Coping well with dynamic/high-activity-level environment
- Flexible to adjust to rapidly changing market environment

- Having mindset to serve for customers

**About 3Shape**

3Shape A/S is a hi-tech company based in Denmark, that specializes in the development and production of 3D scanners and CAD/CAM software for healthcare applications, such as dentistry, where we have a global leading position.

Founded in 2000, today the company's fast-growing team of 2100+ employees in 27 offices worldwide is serving customers in over 100 countries. 3Shape is changing dentistry together with dental professionals across the world by developing innovations that provide superior dental care for patients.

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会社説明