

**MichaelPage**

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## Rare disease, Key Account Manager

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#### 募集職種

##### 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

##### 求人ID

1544927

##### 業種

医薬品

##### 雇用形態

正社員

##### 勤務地

東京都 23区

##### 給与

1000万円 ~ 1500万円

##### 更新日

2025年06月17日 15:56

#### 応募必要条件

##### キャリアレベル

中途経験者レベル

##### 英語レベル

日常会話レベル

##### 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

日本での就労許可は必要ありません

#### 募集要項

As a Key Account Manager specializing in rare diseases, you will be responsible for building and maintaining strong relationships with key stakeholders while driving sales and market penetration in the Pharma industry.

#### Client Details

The hiring company is a reputable organization within the Pharma industry, recognized for its innovative approach to its rare disease product. As a part of a mid-sized team, the company focuses on advancing patient outcomes through targeted therapies and strategic partnerships.

#### Description

- Develop and implement strategic account plans to achieve sales targets in the rare diseases sector.
- Build and maintain strong relationships with healthcare professionals, institutions, and other key stakeholders.
- Provide expert product knowledge to clients, ensuring they have a comprehensive understanding of the offerings.
- Identify and pursue new business opportunities to expand market share within the Tokyo region.
- Collaborate with internal teams, including marketing and medical affairs, to align strategies and objectives.
- Analyze market trends and competitor activities to identify growth opportunities and mitigate risks.
- Ensure compliance with all regulatory requirements and company policies during interactions with clients.

- Prepare and deliver accurate sales forecasts and performance reports to management.

#### Job Offer

- Opportunities for career growth within a well-established life sciences company.
- A chance to work on impactful projects in the rare diseases sector.
- Collaborative work environment with access to resources that support professional development.
- Comprehensive benefits package and work-life balance initiatives.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nalisala Karnnganunvichit on +81 3 6832 8650.

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#### スキル・資格

A successful Key Account Manager should have:

- Experience working with rare diseases area in Sales, KAM
- A proven ability to build and nurture professional relationships with key stakeholders.
- Excellent communication and presentation skills to effectively engage with clients and internal teams.
- A proactive mindset with a focus on achieving measurable results.
- A solid understanding of the healthcare landscape in Tokyo and its regulatory environment

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#### 会社説明

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