

**【東京】 APAC 技術営業マネージャー/Regional Applications Manager****募集職種****採用企業名**

スペクトリス株式会社

求人ID

1562904

部署名

マルバーン・パナリティカル事業部

業種

機械

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, 港区

給与

900万円～経験考慮の上、応相談

勤務時間

09:00～17:15

休日・休暇

土日祝日、年末年始休暇、夏季休暇（3日）

更新日

2025年11月04日 16:34

応募必要条件**職務経験**

10年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

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**《Job Description & Position Highlights》**

- Responsible for overseeing lab operations and customer application management across the APAC region.
- Lead a team to enhance product demonstrations and customer experiences, contributing to regional strategy.
- Directly engage in business-oriented decision-making through KPI analysis and sales target achievement.
- Leverage scientific and business management expertise to work in a flexible, collaborative global environment.

【Job Responsibilities】**Reporting to VP Applications**

As we move our Applications function towards a regional model, we are looking to appoint a Regional Applications Manager in APAC. This role will have responsibility for laboratories within the region, working with the Sales Organization to ensure that systems orders are met. It will lead the vision of Applications within APAC and the delivery of a global showcase for demo labs.

What will it involve?

- Leading Applications to become 'in front' of customers, instruments and the camera.
- Maximizing profitability by delivering orders targets with the regions with focus on reporting, KPIS and systems orders.
- Managing teams to support our customer centric approach, making it easy for customers to use our products.
- Making sure Health and Safety is at the forefront of all our labs within APAC.

【Employment Type】

Permanent employee

【Salary】

Salary negotiable based on experience

【Working Hours】

In accordance with company regulations

【Work Location】

In accordance with company regulations

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

スキル・資格**【What will make you a success in this role?】**

- Having a passion for science, products and our segments and using this to lead an Applications team.
- Understanding of global and product order targets with the ability to meet top and bottom-line targets consistently.
- Ability to dive into KPIS and analyse the details of demos, lab reporting and utilization to be as effective as possible.
- Demonstrable knowledge through education in a scientific field and/or business management.
- Ability to drive change, and influence and inspire.

This position requires someone who works collaboratively with all functions within the organisation and the ability to navigate yourself and teams through change and transformation.

We are looking for an inspiring leader of large groups of people who wants to drive our new organization forward.

会社説明