



Account Manager (Inside Sales)

外資系 ライフサイエンス グローバルシェアトップ企業での募集です。テクニカル...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

外資系 ライフサイエンス グローバルシェアトップ企業

求人ID

1567200

業種

医薬品

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

勤務時間

09:00 ~ 17:30

休日・休暇

【有給休暇】初年度 最大20日 1か月目から 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始 入社初日に有給付...

更新日

2025年12月11日 10:01

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

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

【求人No NJB2337336】

The Account Manager will be responsible for leading the sales organization within a specified geography or for a certain group of customers and / or is responsible for policy and strategy implementation for short term results (1 year or less) . The holder of this position will oversee the sales teams to drive profitable growth aligned with the organization's goals and objectives.

Furthermore the position holder will obtain and maintain long term key customers by comprehending their requirements.

The goal is to contribute in sustaining and growing the business to achieve long term success.

【Main Responsibilities Tasks】

- ・ Implementation of Sales and Marketing activities to achieve business objectives
- ・ Sales and Support to targeted accounts in the Pharma Biologics F B and Medical sectors
- ・ Provide application support to customer for process optimization and yield improvements
- ・ Build strong customer relationships to maintain and expand accounts
- ・ Involve in business development and strategic positioning for new markets
- ・ Coordinate and implement marketing activities eg. exhibitions seminars and workshop

～Account Management～

- ・ Develop account planning to achieve short and long term goals aligned with company strategies.
- ・ Achieve growth and hit the annual sales targets
- ・ Responsible for the implementation of Sales and Marketing activities to achieve business objectives
- ・ Coordinate with all departments and key customers to identify the potential issues within the assigned account and determine the best course to mitigate and minimize any negative impact to customers

～Set strategic approach～

- ・ Target prospect lead qualification identify key decision makers and analyze customer needs and ultimately deliver solutions.
- ・ Work closely with Global strategic account managers in aligning the sales and marketing activities to local site requirements.
- ・ Processing Mapping and molecule tracking ・ as foundation for account planning

スキル・資格

【Qualification Skills】

- ・ Graduated from University of Science especially Bio or Life Science major
- ・ Working experience in Pharma Biologics F B and Medical sectors
- ・ Self motivated and ambitious
- ・ Comfortable with change and serious about continued improvement
- ・ Good negotiation skills
- ・ Good analytical and presentation skills
- ・ Good interpersonal and communication skills in dealing with people at different levels
- ・ Excellent written and verbal communication skills in Japanese and good English skills
- ・ Flexible and willing to travel
- ・ Computer skills (Excel Powerpoint etc)

会社説明

ご紹介時にご案内いたします