

Inside Sales Specialist

募集職種

人材紹介会社
Planet Pharma

求人ID
1618380

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 ~ 800万円

更新日
2026年10月19日 13:40

応募必要条件

職務経験
3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
ネイティブレベル

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

Inside Sales Specialist | Life Sciences & Genomics

Location: Japan

An innovative life sciences organisation is seeking a commercially focused Inside Sales Specialist to support business growth across Japan. Working closely with field sales, marketing, and product teams, this role will drive lead generation, nurture customer relationships, manage inbound opportunities, and provide technical support to customers across the biotech, pharmaceutical, and academic sectors.

Key Responsibilities

- Generate and qualify new business opportunities through targeted outreach and marketing campaigns.
- Support the sales process from lead development through to quotation, conversion, and account growth.
- Act as a key point of contact for customer enquiries, providing commercial and technical guidance.
- Partner with field sales teams and distribution channels to accelerate pipeline development.
- Manage CRM activity, forecast opportunities, and maintain accurate customer data.
- Represent the business at industry events, conferences, and customer meetings.

Requirements

- Bachelor's degree in Molecular Biology, Genetics, Life Sciences, or a related discipline.

- 3+ years' sales, inside sales, or commercial experience within the life sciences sector.
- Strong customer engagement and business development skills.
- Familiarity with CRM platforms and pipeline management.
- Ability to work cross-functionally in a fast-paced, growth-oriented environment.
- Willingness to travel domestically as required (up to 20%).

Ideal Background Candidates may come from genomics, synthetic biology, molecular biology, biotech tools, CRO, diagnostics, or broader life sciences environments, combining scientific understanding with strong commercial acumen and customer-facing experience.

Equal Opportunity Employer

We are proud to be an equal opportunity employer. We welcome and encourage applications from all qualified candidates regardless of race, sex, gender identity or expression, disability, age, religion or belief, sexual orientation, or any other characteristic protected by applicable laws and regulations. It is our policy not to discriminate against any applicant or employee, and we are committed to fostering a diverse, inclusive, and respectful work environment across all locations in which we operate. We believe that diversity, equity, and inclusion are fundamental to our mission and enhance our ability to serve clients globally. If you have a disability or require any reasonable accommodations during the application or interview process, please inform your recruiter or contact us([opens in new tab](#)) directly so that we can explore the appropriate arrangements.

Fraud Alert

Candidate safety is a top priority at Planet Pharma. The industry has seen an increase in people falsely representing themselves as recruiters to gather personal information from job seekers. For your safety, do not provide sensitive data to anyone you have not spoken with thoroughly, never provide banking information during the application process and always double check the email address of the Recruiter to ensure it's from an official Planet Pharma domain (@planet-pharma.com, @planet-pharma.co.uk, and @ppgadvisorypartners.com) and not a domain with an alternative extension like .net, .org or .jobs.

会社説明