



Life Science Business Development Executive (Start Up Member)

募集職種

人材紹介会社

株式会社 JAC International

採用企業名

Global IT Development Company

求人ID

1618928

業種

その他

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2026年10月22日 17:51

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

ビジネス会話レベル

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

Role Summary:

We are seeking a Bilingual Business Development Manager to drive growth in the Healthcare and Life Sciences division focusing on Medical Devices and Pharma customers based in Japan. The ideal candidates will leverage their expertise in business development and Account management to identify new opportunities, secure partnerships, and achieve revenue targets.

Key Responsibilities:

1. Business Development:

Identify, develop, and pursue new business opportunities within the healthcare and life sciences sectors.
Build and maintain a robust pipeline of prospects and leads.

2. Account Management

Proven experience in managing and consistently growing business from assigned accounts.
Develop strong relationships with clients, understanding their needs and providing tailored solutions.

3. Client Relationship Management:

Develop strong relationships with clients, understanding their needs and providing tailored solutions.
Act as the primary point of contact for assigned accounts and ensure customer satisfaction.

4. Market Research and Strategy:

Conduct market research to identify trends, competitor activities, and emerging opportunities.
Develop and implement strategic business plans to achieve organizational goals.

5. Sales and Revenue Growth:

Achieve and exceed sales targets and revenue goals.
Negotiate contracts and close deals with key clients.

6. Collaboration:

Work closely with internal teams, including regulatory, engineering, and design teams, to deliver comprehensive solutions to clients.
Provide feedback to product development teams to align offerings with market needs.

Employee Benefits:

Employment Type: Full time employment

Office Location: Kanagawa

Working Model: Hybrid with at least 1 day per a week in office

Salary Budget: Up to 18,000,000

Welfare and Benefits: Available.

Interview Steps: 3

Work Language: English and Japanese

スキル・資格

Qualifications and Skills:

Bachelor's degree in engineering, Life Sciences, Healthcare Management, Business Administration, or a related field. A Master's degree is a plus.

7- 10+ years of experience in business development, sales, or account management in the healthcare and life sciences domain, primarily in Medical Devices and Pharma segments.

Strong understanding of the healthcare industry, including regulatory landscapes, emerging technologies, and market trends.

Proven track record of meeting and exceeding sales targets.

会社説明

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We provide specialized proactive recruitment support to multinational clients who are setting up new operations or are expanding existing business and seeking further growth in the Japanese market. As the first Japanese recruitment company to set up operations in the UK in 1975, understanding foreign cultures is second nature to us. With our extensive global network and historically leading position as recruitment consultancy to Japanese corporations, we have access to an unrivaled pool of bilingual Japanese and foreign professionals. Our professional consultants are experts in a range of industries and functions and all have extensive multicultural experience. Based on JAC's unique history, culture and market strength, JAC International was founded to provide dedicated support to our multinational corporate clients in Japan.

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