



【北海道エリア】医療機器営業/医療業界での圧倒的な知名度！世界30か国で展開のグローバルカンパニー

Job Information

Hiring Company

Cardinal Health Inc.

Job ID

1463583

Industry

Medical Device

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Hokkaido

Salary

Negotiable, based on experience

Refreshed

August 5th, 2024 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

What Territory Management contributes to Cardinal Health

Direct Sales is responsible for driving sales and services to new and/or existing customers through face-to-face or telephone contact to meet individual and organizational sales objectives.

Territory Management is responsible for cold calling, prospecting and building relationships that will increase account penetration, revenue growth and customer satisfaction within a specified product line, business segment and/or geography.

Focus areas will include driving new business as well as increasing penetration

What is expected of you and others at this level

- Applies working knowledge in the application of concepts, principles and technical capabilities to perform varied tasks
- Works on projects of moderate scope and complexity
- Identifies possible solutions to a variety of technical problems and takes action to resolve
- Applies judgment within defined parameters

- Receives general guidance and may receive more detailed instruction on new projects
- Work reviewed for sound reasoning and accuracy

Candidates who are back-to-work, people with disabilities, without a college degree, and Veterans are encouraged to apply. Cardinal Health supports an inclusive workplace that values diversity of thought, experience and background. We celebrate the power of our differences to create better solutions for our customers by ensuring employees can be their authentic selves each day. Cardinal Health is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, ancestry, age, physical or mental disability, sex, sexual orientation, gender identity/expression, pregnancy, veteran status, marital status, creed, status with regard to public assistance, genetic status or any other status protected by federal, state or local law.

Required Skills

Qualifications

- 2-4 years of experience
 - BA, BS or equivalent experience in related field
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Company Description