

Sales Specialist

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Job Information

Recruiter

Michael Page

Hiring Company

Pharmaceutical import/export company

Job ID

1490358

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 8 million yen

Refreshed

August 14th, 2024 18:12

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

- As a Sales Specialist, you will play a critical role in expanding our client's healthcare business in Japan. You will manage relationships with hospitals, follow up on warm leads, and ensure smooth operations in import/export activities.

Client Details

- Our client is an exciting pharmaceutical import/export company with a strong presence in Japan and Hong Kong.
- They specialize in selling unlicensed and OTC pharmaceutical products, as well as medical lab materials to clients inside Japan and globally.
- The company is expanding its operations, making this an exciting time to join their team.

Description

- Manage and follow up on warm sales leads to ensure customer satisfaction.

- Operate within the pharmaceutical market, focusing on oncology, antibiotics, and vaccines.
- Coordinate with suppliers and logistics partners (e.g., DHL, Royal).
- Register for import licenses and ensure compliance with regulations.
- Create and send promotional emails to customers.
- Attend international exhibitions to represent the company and build relationships.

Job Offer

- Competitive salary (around 7 million yen) with flexibility depending on experience
- Social insurance provision
- Flexible working arrangements tailored to your needs
- Work from home flexibility
- Opportunity to grow with the company as it expands in Japan and internationally

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Ed Marsden on +813 6832 8981.

Required Skills

- Comfortable in using English for daily communication with the Hong Kong office.
- Native-level Japanese proficiency.
- Experience in sales within a trading company or similar environment.
- Ability to work independently and manage multiple responsibilities.
- Flexible mindset and willingness to adapt to changing business needs.

Company Description

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