

MichaelPage

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Account Manager - 3D Printing

Account Manager - Medical 3D Printing

Job Information

Recruiter

Michael Page

Job ID

1510914

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

5 million yen ~ 6 million yen

Refreshed

December 16th, 2024 14:26

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are seeking an Account Manager with a strong background in the medical industry. The successful candidate will be responsible for managing key accounts, developing new business, and maintaining positive customer relations in the retail sector.

Client Details

Our client is a world renowned player in the 3D Printing industry. Their medical division is at the forefront of creating impact, helping healthcare providers deliver personalized, life-changing personal care.

Description

As an Account Manager, you will play a pivotal role in driving growth within the medical sector by managing key accounts, building strong client relationships, and expanding their presence in Japan.

Key Responsibilities:

- Develop and execute strategic account plans to meet and exceed sales targets.

- Build and maintain strong relationships with existing and potential clients in the medical sector.
- Identify customer needs and present tailored solutions using company's advanced medical technology and services.
- Collaborate with cross-functional teams, including product development and marketing, to deliver exceptional customer experiences.
- Analyze market trends and competitors to identify new business opportunities.

Job Offer

- A chance to work with innovative technologies transforming the field.
- An opportunity to work in a multinational company with a robust team culture.
- Professional development and career growth opportunities.
- A healthy work-life balance with generous holiday leave.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohn on +81357337159.

Required Skills

A successful Account Manager should have:

- A degree in Business, Marketing, or a related field.
 - Proven experience in a sales or account management role, ideally within the 3D printing/medical industry.
 - Excellent communication and interpersonal skills.
 - Proficiency in English and Japanese language.
 - Strong analytical skills and ability to strategize and implement sales plans.
 - Highly motivated, proactive, and target driven.
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Company Description

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