



## Solution Sales Specialist, Biovia

IT x ライフサイエンス

## Job Information

**Hiring Company**

Medidata Solutions K.K.

**Job ID**

1514795

**Division**

Japan Sales

**Industry**

Software

**Company Type**

International Company

**Non-Japanese Ratio**

About half Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Chiyoda-ku

**Train Description**

Yamanote Line Station

**Salary**

10 million yen ~ 13 million yen

**Work Hours**

Flex

**Holidays**

Weekends, Japanese Public Holidays, Summer Holidays

**Refreshed**

February 5th, 2025 13:00

## General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation (Amount Used: English usage about 25%)

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

## Job Description

### **Medidata: Powering Smarter Treatments and Healthier People**

Medidata, a Dassault Systèmes company, is leading the digital transformation of life sciences, creating hope for millions of people. Medidata helps generate the evidence and insights to help pharmaceutical, biotech, medical device and diagnostics companies, and academic researchers accelerate value, minimize risk, and optimize outcomes. More than one million registered users across 2,000+ customers and partners access the world's most trusted platform for clinical development, commercial, and real-world data. Known for its groundbreaking technological innovations, Medidata has supported more than 30,000 clinical trials and 9 million study participants. Medidata is headquartered in New York City and has offices around the world to meet the needs of its customers. Discover more at [www.medidata.com](http://www.medidata.com) and follow us on [LinkedIn](#), [Instagram](#), and [X](#).

The BIOVIA Solution Sales Specialists team members are product/domain sales experts for specific components of the Dassault Systèmes Life Science Engagement Team. Our expertise is used by Account Managers at inflection points in the sales cycle. Beyond driving incremental revenue for our organization, we set the dialogue in the marketplace for the Dassault Systèmes Life Science Engagement Team by working in collaboration with Tech, Service, R&D and Marketing. You will be reporting to Director, Biovia and Brands Sales.

- Achieve your semi-annual sales target.
- Build pipelines and progress identified BIOVIA opportunities through the sales cycle in collaboration with Account Manager, Pre-Sales/Tech, Marketing, Professional Services
- Work together with Account Managers to work on sales strategies by presenting and promoting the value of BIOVIA solutions directly to prospective customers.
- Help establish Marketing activities for the BIOVIA Solutions including – webinars, conference attendance/presentation, customer, case studies and industry events.
- Create market demand by promoting BIOVIA solutions through seminars, webinars, participation in industry events
- Partner with Global Learning & Enablement to help with delivery of the training offerings to increase the solution area with the direct sales team and partner teams
- Other responsibilities as assigned

---

## Required Skills

### **Your Competencies:**

- Software and/or services sales experience in the pharma and life sciences industry with experience meeting sales targets. Selling experience SaaS sales cycles.
- Knowledge of R&D process, laboratory workflows and manufacturing process in life science industry.
- Perform qualification and discovery with new clients to increase pipeline growth by identifying value for the client.
- Experience with sales forecasting, pipeline management, quarterly goal accomplishment, territory plan development.
- Manage relationships with customers and partners at a senior management and director level.

### **Your Education & Experience:**

- Bachelor's Degree is required
- Bachelor's Degree in the Life Sciences, Engineering or Computer Science is preferred
- Sales in Pharma tech company

---

## Company Description