



Business Development Executive

サイネオス・ヘルス・ジャパン株式会社での募集です。営業アシスタントのご経験の...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

サイネオス・ヘルス・ジャパン株式会社

Job ID

1515137

Industry

Other (Medical, Pharmaceutical)

Company Type

International Company

Job Type

Contract

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 9 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 年末年始 【有給休暇】有休、慶弔休暇 初年度 15日 6か...

Refreshed

January 23rd, 2025 01:00

General Requirements

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2259716】

◆ Job Summary:

We discover program enables drug developers and scientists' access to a range of state of the art assays for rapid epigenetic profiling in disease model development preclinical testing and clinical studies from discovery to market ready.

Our discovery is built on our proprietary nucleosome quantification technology. It is an invaluable research tool for

R D professionals working within the field of pharmacoepigenetics studying the epigenetic basis for variation in response to drugs.

We discover commercial team works with our innovation and R D scientists to monetize in this channel.

◆ Key Responsibilities:

As CN/JP based Business Development Executive you will lead efforts to generate new business. Discover channel. Optimizing our team's wealth of experience and understanding of the epigenetics field you will proactively engage with prospects whose work aligns to our expertise and may benefit from our services. Having a sound understanding of pharmaceutical drug development and/ or epigenetics; and working to develop a deep understanding of specifics of service offering you will engage in commercial discussions (supported with our in house experts) with prospective customers to shape and scope the offering. Your job will be to open doors generate interest and curiosity in our services and look for ways to optimize our revenue generation through existing technology.

◆ Specific Responsibilities for this role include:

- Business development · Arrange and attend calls meetings with prospects in search of strategic partnerships
- Account Management · work with internal stakeholders to effectively manage the accounts
- Brand Awareness Attendance at key conferences to leverage existing relationships and expand our customers for the product discover services
- Attend regular scientific calls to build your detailed and expert understanding of our technology and service
- Provide periodic updates on business performance to CEO Singapore

Required Skills

◆ Requirements:

- Knowledge of Salesforce (desirable)
- Proven track record in developing business opportunities in the pharma/ biotech space (essential)
- Degree (BSc or equivalent) in a biological science or related field (essential)
- Fluent English and Japanese language skills (essential)

Company Description

CSO (Contract Sales Organization) : 製薬企業の営業及びマーケティング代行業務
CRO (Contract Research Organization) : 医薬品および医療機器に関わる臨床開発の受託事業