



アカウントマネージャー | 外資・ハイブリッド可 ☆ 歯科、製薬、又は医療機器業界での
営業経験をお持ちの方、ぜひご応募下さい！

◆ 北欧デンマーク発の歯科医療機器～歯科用スキャナーのリーディングカンパニー～

Job Information

Hiring Company

[3shape Japan](#)

Job ID

1525396

Industry

Medical Device

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5.5 million yen ~ 7 million yen

Salary Commission

Commission included in indicated salary.

Refreshed

March 17th, 2025 17:03

General Requirements

Minimum Experience Level

Over 3 years

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

Change the Future of Dentistry

3Shape is a global leader in developing innovative 3D scanners and software solutions for dental professionals. Our cutting-edge technology empowers practitioners to treat more patients, more effectively, making a real difference in people's lives worldwide.

Join a Thriving Global Company

Founded in 2000, 3Shape is headquartered in Copenhagen with teams across Denmark, Ukraine, North Macedonia, and Poland. We have a presence in Europe, Asia, and the Americas, with customers in over 100 countries with a diverse

workforce of over 2,200 employees from 35+ nationalities.

Make a difference in Japan

We are seeking a passionate and experienced Account Manager to drive our success in Japan. This is an exciting opportunity for a proven leader with a solid background in medical devices, pharma, or dental sales to define, implement, and continuously refine our sales strategy. You will directly manage and develop relationships with resellers, building trust with partners, end-users, and key opinion leaders across the country. The position can be based in Tokyo and will involve some travel across the country.

Responsibilities:

- Developing and executing a comprehensive and strategic account plan to drive value and deliver growth.
- Establishing and developing effective commercial relationships with resellers to promote and competitively promote products. Provide training and support to resellers
- Supporting the implementation of key marketing campaign in the assigned accounts to enhance 3Shape's standing in Japan market.
- Ensure that key accounts and stakeholders are engaged, educated, and informed to drive growth.

Required Skills

Your Qualifications:

- Proven track record in achieving sales revenue goals and managing key accounts, typically within the medical device, pharma, or dental industry.
- Demonstrated experience with annual business planning, data analysis, forecasting, budget tracking, and resource utilization.
- Expertise in developing standards and processes for effective business management.
- Understanding and experience working in an international company with clear corporate values and guidelines.

Additionally, you possess:

- Strong integrity and commitment to upholding 3Shape's mission, vision, and values.
- Preferably a degree or relevant science or business background.
- Preferably with at least 3 years of established experience in a dental sales role. Experience coverage of digital dentistry will be an added advantage.
- Analytical mindset with proven strategic and execution skills.
- Passion for business development, not just administration.
- Perseverance and an eagerness to go above and beyond.
- Outstanding communication and relationship-building abilities.
- Ability to thrive in a fast-paced environment.
- Confidence to engage in professional discussions and defend your ideas.
- Willingness to travel extensively.

What we offer:

- Be part of a meaningful mission that is changing the future of dentistry.
- Work in a unique, professional, and collaborative environment.
- Continuous professional growth and development opportunities.
- A healthy work-life balance with flexible remote work options.
- The chance to be a part of 3Shape's continued success story.

Ready to join us?

Want to be part of something special? If you are a passionate and experienced sales leader with a dental , pharma or medical device background, we encourage you to apply!

Company Description