



【1100～1400万円】 Solution Sales Specialist Biovia

臨床開発QC・GCP監査のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

非公開

Job ID

1527737

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 14 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 土 日 祝日 祝日、年次有給休暇、慶弔休暇、夏期休暇、年末...

Refreshed

April 2nd, 2025 07:00

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

【求人No NJB2287051】

The BIOVIA Solution Sales Specialists team members are product/domain sales experts for specific components of the Dassault Systemes 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 Systemes 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.

Company Description

ご紹介時にご案内いたします