

MichaelPage

www.michaelpage.co.jp

【Confidential】 Global Account Manager (Earn up to 16m)**【Confidential】 Global Account Manager****Job Information****Recruiter**

Michael Page

Job ID

1533652

Industry

Medical Device

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Refreshed

April 17th, 2025 17:08

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

To profitably grow and protect our client accounts through the development of high-level business relationships and strategies. Possibility to manage the most profitable team in the company.

Client Details

Global leader in medical technology, from cardiovascular solutions to diagnostics equipment, it is one of the most profitable medical firm globally.

Description

- * Develop and implement strategic plans to grow the Interventional business in Japan.
- * New business generation and retention of current customers.
- * To strategically build key stakeholders relationships, achieving revenue, margin, contract closes and other targets.
- * Lead a cross-functional selling team to execute a strategic account plan for each customer.

Job Offer

- * Be part of a globally recognized medical technology company with a strong commitment to innovation.
- * Lead a growing business unit in a market with high potential.
- * Work in a collaborative and supportive corporate culture.
- * Competitive compensation package and career growth opportunities.

+++++

【Eduardo-About Me】エンジニア×ヘルスケア×リクルーター Specialized healthcare recruiter

◎トライリンガル（日本語・英語・スペイン語）Trilingual in Japanese, English and Spanish.

◎東京工業大学大学院にて化学工学を専攻し、プロセス制御・プラントエンジニアとしてキャリアを形成を経て、現在に至る

Process automation/plant engineer in the chemical industry. Tokyo Institute of Technology, MEng in Chemical Engineering.

◎ヘルスケア業界（医療機器）にて主にコマーシャルポジションを担当。

Sr. Consultant / Healthcare / Commercial positions

◎他社に比べて支援実績数が多く、社内外にて多数受賞実績あり

- 2023 Division Top Biller

- Recruit Direct Scout, Top 3 Division Biller

+++++

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Eduardo Takara on +813 6832 8678.

Required Skills

- * Proven experience in the medical device industry.
- * Track record in liaising, influencing, consulting for customers at executive level.
- * Leadership and team management skills.

Company Description

Global leader in medical technology, from cardiovascular solutions to diagnostics equipment, it is one of the most profitable medical firm globally.