

MichaelPage

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Key Account Manager (Medical Device)

Key Account Growth & Business Expansion

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1523076

業種

医療機器

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

900万円 ~ 1300万円

更新日

2025年02月21日 14:55

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

As a Key Account Manager, you will be responsible for managing and growing key distributor accounts while developing new business partnerships across Japan. Your focus will be on driving revenue growth, optimizing market share, and building strong relationships with distributors and key stakeholders. This is a single contributor role.

Client Details

Our client is a leading global medical device company specializing in sleep, respiratory, and cardiovascular care solutions. With a strong presence in Japan, they are expanding their B2B sales operations and seeking a strategic sales leader to drive their growth.

Description

- Manage and expand relationships with key distributors to drive revenue growth.
- Identify and establish new distributor partnerships for sustainable business expansion.
- Develop and execute sales strategies, ensuring alignment with financial and market goals.

- Provide market insights through data analysis to enhance sales performance.
- Collaborate with internal teams across Japan and global offices to optimize sales strategies.
- Engage with external stakeholders, including physicians and KOLs, to support sales initiatives.

Job Offer

???? Competitive salary (Base ¥9M-¥13M + 15% variable bonus)

???? Tokyo-based role (open to Osaka-based candidates with travel to Tokyo 2-3 times per month)

→ Domestic travel opportunities (1-3 times per month)

???? Work in a global, innovative, and growing organization

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.

スキル・資格

- 5+ years of experience in B2B distributor sales within the medical device industry.
- Proven success in key account management with a strategic, long-term approach.
- Experience negotiating and working with distributors to implement sales plans.
- Strong English communication skills and ability to work in a multicultural environment.
- Prior experience in sleep, respiratory, or cardiology-related devices is a plus.

会社説明

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