

Job Detail

Senior Level

Position Title	SWF KAM
Recruiter Company	Cornerstone Recruitment Japan K.K.
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Sales/AE - MR/Medical Field Sales
Industry	
Location	Asia Japan Tokyo
Job Description	<p>[JOB RESPONSIBILITIES]</p> <ul style="list-style-type: none">• Understand market share and increase market share of new acquisitions/IBR (renewal)/MMS (hospitals with less than 400 beds) in Tier 1 and Tier 2 in cooperation with agencies• Achieve annual targets for individual sales, orders, and sales, and contribute to the sales department's annual targets.• Improve accurate sales, order and profit management and forecasting• Smooth and good communication with related parties both inside and outside the company• Collaborate with Project Management to increase product share in the market.• Obtain and analyze market information that leads to business and share it with the team.• Follow up on establishing regional strategies and operational processes.• Educational activities for agents, consultants, angiomanufacturers, and related companies
Company Info	<p>[COMPANY OVERVIEW]</p> <p>International company specializing in medical technology</p>
Qualifications	<p>[REQUIREMENTS]</p> <ul style="list-style-type: none">• 7+ years of sales experience• Good knowledge of medical device market.• Business level English skills preferred.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	Depends on experience