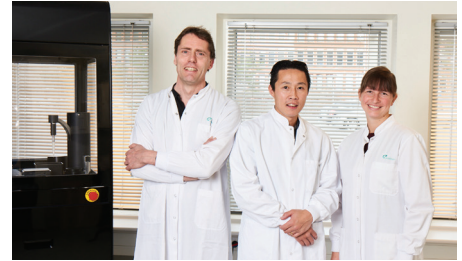


Sales Account Manager, Japan

Do you want to be part of a growing team and play an important role in continuing our success in building the Japanese market?

About the position:

Due to our continued growth, Sophion Bioscience K.K. is seeking a Sales Account Manager responsible for the sales activities associated with the QPatch and Qube Automated Patch Clamp Platforms to join our team in Japan. The successful candidate will build and maintain strong customer relationships with our current customers while expanding our customer base with the goal of growing Sophion Bioscience's market share, revenue and profitability year over year.



Main Responsibilities:

- Collaborate with our local distributor in Japan and take a leadership role in developing and expanding the pipeline for potential customers.
- Building relationships with new customers and continue to do so with existing customers.
- Working closely with our Applications Scientists in Japan and Field Service Engineers of the distributor to develop leads into sales.
- Achieve territory goals & targets, via proficient monthly forecasting and closing business by way of consistent bilateral work and communication with the distributor.
- Develop and execute a sales plan efficiently, with proper planning, utilizing all resources available in Sophion as well as the distributor.
- Maintain an accurate & up-to-date customer and sales information using our CRM system (Salesforce)
- Perform prospecting and lead generation activities on a regular basis.
- Attend and participate in international conferences and symposiums that are popular to Japanese users and prospects to get in a closer business relationship.
- Work closely with the Marketing Department in Denmark to update marketing materials such as website, exhibitions and brochures in Japanese.
- Involve in organizing the annual meeting Japanese Safety Pharmacology Society as a committee member to be penetrated in the market.

Key Qualifications:

- Have a hunter profile, strong drive and a proven track record.
- Sales experience of scientific instruments and/or services in the pharma industry or related market segments.
- Experience or knowledge of the drug discovery or safety assessment on ion channels will be recognized.
- Educational background in biology, pharmaceutical sciences, engineering or similar field will be considered.

Personal Qualities:

- Required: Already resides in a region where is possible to commute to our office at Honjo Waseda about half of the time.
- Willingness to travel about 50% of the time within in Japan and to Denmark, the US and Korea from time to time, sometimes with short notice. Some weekends may be required occasionally.
- Highly Driven and motivated work ethic.
- Ability to work independently and a team player that works well in a dynamic environment and can have several activities ongoing at once and keep the overview.
- Able to step in when colleagues need help and it comes naturally for you to ask for help when needed.
- Results-oriented - delivering results in a high-paced environment, takes ownership, and is accountable.

- Eager to learn and adopt best practices from management, colleagues in other regions and the distributor
- Stretch-oriented - embraces and thrives on challenges
- Excellent problem-solving ability

Sophion Bioscience Confidential:

- Tenacity - can close a sale before a fiscal end.
- Good presentation, organizational, and communication skills (oral and written).
- Displays a high sense of urgency to effectively complete the task at hand.
- Team player that excels in a team selling environment.
- Able to communicate fluently in Japanese and English and have excellent communication skills to sense the demands and expectations of customers in Japan and other countries in the territory.
- Inquiring mind to learn electrophysiology and ion channels.
- Must be proficient in Microsoft Office Suite of Software, Skype for Business, and Salesforce.

Experience:

- B2B sales: 3 year+ (preferred)
- Capital equipment sales: 1 year+ (preferred)

Send your application and resume to Job@sophion.com with "Sales Manager JD27238" in the subject heading.

If you have any questions, please contact the hiring manager:
Yuji Tsurubuchi, General Manager
Sophion Bioscience K.K.

YTS@sophion.com - Phone: +81 90 2454 7967
Application deadline: As soon as possible

Sophion was founded almost twenty years ago by a group of passionate electrophysiologists, all having the shared purpose of making patch clamping objective and independent of user skills to provide faster, more accurate and objective results. We are an innovative, rapidly expanding company that has developed from a startup into a global organization, while maintaining the passion and drive to provide solutions for high performance cell analysis.

Today the company's analytical platforms QPatch and Qube are placed at leading pharmaceutical companies and Contract Research Organizations (CRO) and with our dedicated support and service, it ensures us a leading position in the market. We try our best to be a great company to work for; fun, fulfilling and always challenging as we compete in a fast-moving market and industry.