



Michael Page

www.michaelpage.co.jp

Manager, Sales Force Effectiveness (SFE)

Elevate Sales Excellence in Healthcare

Job Information

Recruiter

Michael Page

Job ID

1475636

Industry

Medical Device

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Refreshed

July 26th, 2024 01:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Drive Sales Force Effectiveness (SFE) initiatives to support the implementation of business plans for assigned business unit, while analyzing key performance indicators to optimize field activities and enhance market presence.

Client Details

Our client is a renowned medical technology company dedicated to developing innovative solutions for cardiovascular diseases, with a commitment to improving patient outcomes globally.

Description

- Partner with sales organization to promote transcatheter aortic valve therapy and support business plan execution with SFE.
- Establish, collect, and analyze KPIs, providing insights to drive informed decision-making and enhance sales structures.
- Plan and manage contract MR to optimize field activities, utilizing data-driven insights for strategic planning and

execution.

Job Offer

- Competitive salary and benefits package.
- Opportunities for professional growth and development in a global organization.
- Chance to make a significant impact in advancing cardiovascular care.

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

Required Skills

- Bachelor's degree or equivalent experience in related field.
 - 3+ years of sales planning and/or marketing experience, preferably in the medical device/pharmaceutical industry.
 - Strong proficiency in MS Office, exceptional interpersonal and communication skills, and ability to analyze and interpret complex data.
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Company Description

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