

## National Sales Manager - Japan (Dental)

**Lead, Innovate, Achieve.**

### Job Information

#### Recruiter

Michael Page

#### Job ID

1493038

#### Industry

Medical Device

#### Company Type

Small/Medium Company (300 employees or less)

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

10 million yen ~ 13 million yen

#### Refreshed

September 3rd, 2024 09:46

### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Fluent

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

Lead and coach the sales force in Japan to drive turnover and customer relations, aligned with core brand values. Develop and implement sales strategies, oversee CRM systems, and foster sustainable market growth.

#### Client Details

Our client is a global leader in dental solutions, dedicated to innovation and providing high-quality products to the medical community. They value customer-centricity and the development of long-term partnerships with key stakeholders, including Key Opinion Leaders (KOLs) and universities.

#### Description

- Lead a team of 9 Sales Force Individuals and 2 Customer Service Staff.

- Develop and execute sales and coaching plans, ensuring targets and strategic goals are met.
- Manage CRM systems, ensure quality service delivery, and handle customer complaints.
- Contribute to marketing activities, including KOL management and event support.
- Recruit, coach, and manage the performance of the sales team, and oversee compensation and reward systems.

#### **Job Offer**

- Competitive compensation package with bonuses and reward systems.
- Opportunity to shape the sales strategy within a globally recognized company.
- Career development opportunities and involvement in high-impact projects.

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

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#### **Required Skills**

- 5-10 years of sales experience in a similar role, preferably within the dental industry.
  - Strong leadership, coaching, and organizational skills.
  - Proficient in English and experienced with CRM systems.
  - A university degree is preferred, with a demonstrated ability to lead a team to achieve results.
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