

Sales Director (Pet Healthcare)

Lead Veterinary Success

Job Information

Recruiter

Michael Page

Job ID

1493244

Industry

Other (Medical, Pharmaceutical)

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 15 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

September 5th, 2024 10:29

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Sales Director will lead the sales team to achieve targets by enhancing relationships with veterinary professionals, while ensuring the successful execution of sales strategies. The role demands leadership in developing partner success initiatives and expanding the company's market presence in the veterinary industry.

Client Details

Our client is an innovative company that provides revolutionary healthcare solutions within the veterinary industry. Their focus is on improving the quality of life for pets and their owners through products backed by clinical trials. The company values top talent and promotes a culture of engagement, recognition, and collaboration to drive results.

Description

- Lead the sales team to achieve targets and KPIs by developing effective strategies and maintaining long-term relationships with veterinary clinics and KOLs.
- Implement sales promotion plans and oversee strategic sales actions for the company's products and services.
- Build strong partnerships with stakeholders, enhancing product recommendations and trust from veterinary professionals.
- Provide leadership to your team, promoting motivation, training, and continuous development while driving business expansion efforts.
- Oversee team management to ensure effective operations in both sales and relationship management.

Job Offer

- A competitive salary and bonus structure.
- Hybrid working conditions (home and office).
- Opportunities for professional growth and leadership development.
- A chance to be part of a groundbreaking company improving pet healthcare.

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

- Proven experience as a Sales Director with a track record of achieving and exceeding sales targets, particularly in a mid-size sales team.
 - Strong leadership and team management skills, including experience in building client-focused sales strategies.
 - Fluent in Japanese with business-level English skills.
 - A strategic thinker with excellent negotiation, presentation, and communication skills.
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Company Description

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