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Regional Commercial Training Manager, APJ (IVD/Oncology)

Shape Sales Success Across APJ

Job Information

Recruiter
[Michael Page](#)
Job ID

1511537

Industry

Other (Medical, Pharmaceutical)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 14 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

December 19th, 2024 17:06

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

- Key role in commercial excellence shaping the company's sales training strategy
- Opportunity for development, coaching, and developing commercial teams across Apac and Japan

Client Details

Our client is a leading international company in the life sciences and molecular diagnostics sector, known for its innovative products and commitment to improving health outcomes. They prioritize employee development and foster a collaborative environment with a global reach.

Description

- Deliver essential commercial training and product knowledge to drive sales personnel in exceeding annual budgetary goals and outcomes.
- Plan, schedule, develop, and deliver product and sales training materials as determined by the Global Commercial Training (APAC) team for commercial personnel.
- Align regional training with global expectations, bridge field needs with internal directives, and execute plans and KPIs for effective implementation.
- Evaluate learners' abilities and performance, providing feedback to management and learners to aid their skills development.
- Work with stakeholders to organize, administer, and monitor product learnings, annual certifications, and assessments.
- Take on leadership responsibilities within the organization, including interacting with the leadership team, conducting training consultation work, and leading new development training projects, such as Training Needs Analysis (TNA).
- Facilitate and/or coordinate onboarding programs, product and sales training, and SFDC training for new hires.
- Travel within the APJ region (up to 50%) to deliver training programs, provide sales coaching, and support sales representatives and managers.

Job Offer

- Competitive compensation package and benefits.
- Hybrid working environment (Tokyo-based, 3 days in-office, 2 days remote).
- Opportunities to lead impactful training initiatives in a globally recognized organization.

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**Education/Skills:**

- Minimum Bachelor's Degree.
- Business-level English proficiency and fluency in Japanese (B1/C1 in CEFR or equivalent).
- Accreditation in Trainer's Certification or a Certificate in Training and Assessment preferred.
- Highly developed interpersonal, sales coaching, and presentation skills.
- Proficient in Microsoft Office (especially PowerPoint) and CRM systems (preferably Salesforce.com).
- Familiarity with standard sales models (e.g., SPIN, CSS, PSS) and ability to coach sales teams accordingly.
- Strong collaboration skills with cross-functional teams (e.g., Marketing, Applications) to enhance sales effectiveness.

Experience:

- 3-5 years in sales and/or sales management (IVD, Life Science, or Oncology experience required).
- Preferred experience in sales training and working with commercial partners.
- Comfortable presenting to large audiences.

Others:

- Passion for developing and coaching individuals.
 - Enthusiasm for conducting stand-up training or presentations in front of large groups.
 - Demonstrates a positive, professional demeanor and influence on sales team culture.
 - Strong organizational, presentation, and communication skills.
 - Leadership capabilities, strategic thinking, and decision-making aptitude.
 - Commitment to contributing to companywide performance improvements.
 - Clear, logic-based approach to problem-solving.
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Company Description

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