

MichaelPage

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National Sales Manager (Dental)

Lead & Grow Dental Biomaterials in Japan

Job Information

Recruiter

[Michael Page](#)

Job ID

1523085

Industry

Medical Device

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 13 million yen

Refreshed

February 21st, 2025 15:30

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

As the **National Sales Manager**, you will lead the sales and customer service teams to drive revenue growth, optimize sales operations, and strengthen market penetration in Japan. You will play a key role in sales strategy development, team coaching, and direct engagement with key customers, distributors, and stakeholders.

Client Details

My client is a Swiss-headquartered **global leader** in regenerative bio-materials for dental applications, with over a hundred years of history and a **40-50% market share** in Japan's dental bone regeneration segment. Operating in Japan for seven years, the company is expanding its presence and is seeking a strategic sales leader to drive further growth.

Description

- **Sales Strategy & Execution:** Develop and execute sales strategies aligned with business goals to drive revenue growth and market share.
- **Team Leadership:** Lead, coach, and develop a team of **10 sales representatives and 2 customer service staff**, ensuring high performance and motivation.
- **Key Account Management:** Strengthen relationships with key opinion leaders (KOLs), clinics, and universities to enhance market penetration.
- **Marketing & Customer Engagement:** Collaborate with marketing to implement promotional activities and new product launches.
- **Sales Operations & CRM Management:** Ensure the team effectively utilizes CRM systems to track sales performance and customer interactions.
- **Business Expansion:** Identify and execute growth opportunities, including distributor partnerships and new customer acquisition.
- **Stakeholder Communication:** Work closely with the Japan GM, APAC leadership, and HQ in Switzerland to align sales objectives and strategies.

Job Offer

???? **Competitive salary (Base + bonus)**

???? **Hybrid work style (2 days WFH, office in central Tokyo)**

➔ **Direct interaction with global HQ (No APAC middle layer)**

???? **Leadership role in a rapidly growing 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

- **5-10+ years of sales leadership experience** in medical devices, pharmaceuticals, or dental industry.
- Strong background in **team management, coaching, and business development**.
- Experience in **key account management** and engagement with clinics and KOLs.
- Familiarity with **CRM systems and sales reporting**.
- Fluent in **Japanese**, with business-level **English** for communication with APAC and HQ.
- Experience in **dental, regenerative medicine, or biomaterials** is preferred but not required.

Company Description

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