

MichaelPage

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## Commercial Training Manager, IVD

## Empowering Sales Excellence &amp; Training

## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1491398

## 業種

医療機器

## 会社の種類

中小企業 (従業員300名以下) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1000万円 ~ 1300万円

## 更新日

2024年08月26日 08:59

## 応募必要条件

## 職務経験

10年以上

## キャリアレベル

中途経験者レベル

## 英語レベル

ビジネス会話レベル

## 日本語レベル

ネイティブ

## 最終学歴

大学卒 : 学士号

## 現在のビザ

日本での就労許可が必要です

## 募集要項

As the Commercial Training Manager, you will drive sales performance by delivering impactful product and sales training, while also managing development programs and certifications. You will work closely with business partners to ensure continuous improvement and skills development across the commercial team.

## 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

- Provide commercial training and product knowledge to help sales teams exceed annual targets.
- Plan, schedule, and deliver product and sales training materials for the commercial personnel in line with global and APAC requirements.
- Evaluate learners' performance and provide feedback to improve their skills and capabilities.
- Organize and monitor annual certifications, assessments, and product learning programs with business partners.
- Travel within Japan to deliver training and provide sales coaching as needed.
- Lead training projects, including needs analysis, and facilitate leadership and sales soft skills programs.

#### 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 within a fast-paced, global organization dedicated to innovation.

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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#### スキル・資格

- Bachelor's degree or higher, with 3-5 years of experience in sales or sales management (IVD background required).
- Business-level English and strong proficiency in MS Office and virtual presentation tools (e.g., Zoom, Teams).
- Strong interpersonal skills, coaching abilities, and presentation expertise, with a passion for employee development.
- Leadership skills with the ability to influence and drive performance across teams.

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#### 会社説明

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