

Sales Director (Pet Healthcare)

Lead Veterinary Success

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

1493244

業種

その他 (メディカル)

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

1200万円 ~ 1500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2024年09月05日 10:29

応募必要条件

職務経験

6年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

流暢

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

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.

スキル・資格

- 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.

会社説明

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