

MichaelPage

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## Regional Commercial Training Manager, APJ (IVD/Oncology)

## Shape Sales Success Across APJ

## 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

1511537

## 業種

その他（メディカル）

## 会社の種類

大手企業 (300名を超える従業員数) - 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 ~ 1400万円

## ボーナス

給与：ボーナス込み

## 更新日

2024年12月19日 17:06

## 応募必要条件

## 職務経験

6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

流暢

## 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

- 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.

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**スキル・資格****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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**会社説明**

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