

MichaelPage

www.michaelpage.co.jp

National Sales Manager (Dental)

Lead & Grow Dental Biomaterials in Japan

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

1523085

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

250万円 ~ 1300万円

更新日

2025年02月21日 15:30

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

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.

スキル・資格

- **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.

会社説明

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.