

MichaelPage

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Japan Sales & Distribution Manager - Dental Tech

Shape the Future of Digital Dentistry!

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

1529398

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

900万円 ~ 1500万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

更新日

2025年03月31日 17:00

応募必要条件

職務経験

3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

ビジネス会話レベル

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

Join a dynamic and innovative dental technology company to drive market penetration in Japan and support distribution networks across APAC. You will play a pivotal role in launching advanced dental navigation systems, fostering distributor relationships, and expanding the company's presence in the region.

Client Details

Our client is a global leader in digital dental solutions, specializing in navigation-assisted dental implantology and advanced imaging technology. With a strong presence across APAC, they are now expanding into Japan, seeking a talented professional to lead business development and establish key distribution partnerships.

Description

- Develop and execute strategies to introduce digital dental products into the Japanese market.
- Identify and engage local distributors, negotiating and finalizing agreements.
- Support existing distributor networks across Taiwan, China, Thailand, Indonesia, Australia, and India.
- Conduct product demonstrations and provide technical support to partners and clients.
- Work closely with the Director of Sales and Marketing APAC to drive revenue growth.

Job Offer

- Competitive salary plus performance-based commission.
- A leadership role in an innovative, high-growth company.
- Regional exposure with travel opportunities across APAC.
- The chance to be part of a groundbreaking digital dental technology launch in Japan.

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 experience in dental sales, medical device sales, or business development.
- Strong knowledge of the Japanese dental industry, including distributor networks.
- Fluent in Japanese and English.
- Proven ability to negotiate and manage distribution agreements.
- Self-starter with excellent communication and relationship-building skills.

会社説明

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