



MichaelPage

www.michaelpage.co.jp

## Manager, Sales Force Effectiveness (SFE)

Elevate Sales Excellence in Healthcare

## Job Information

## Recruiter

Michael Page

## Job ID

1475636

## Industry

Medical Device

## Job Type

Permanent Full-time

## Location

Tokyo - 23 Wards

## Salary

10 million yen ~ 12 million yen

## Refreshed

May 17th, 2024 05:00

## General Requirements

## Minimum Experience Level

Over 1 year

## Career Level

Mid Career

## Minimum English Level

Basic

## Minimum Japanese Level

Fluent

## Minimum Education Level

Bachelor's Degree

## Visa Status

Permission to work in Japan required

## Job Description

Drive Sales Force Effectiveness (SFE) initiatives to support the implementation of business plans for assigned business unit, while analyzing key performance indicators to optimize field activities and enhance market presence.

## Client Details

Our client is a renowned medical technology company dedicated to developing innovative solutions for cardiovascular diseases, with a commitment to improving patient outcomes globally.

## Description

- Partner with sales organization to promote transcatheter aortic valve therapy and support business plan execution with SFE.
- Establish, collect, and analyze KPIs, providing insights to drive informed decision-making and enhance sales structures.
- Plan and manage contract MR to optimize field activities, utilizing data-driven insights for strategic planning and

execution.

### Job Offer

- Competitive salary and benefits package.
- Opportunities for professional growth and development in a global organization.
- Chance to make a significant impact in advancing cardiovascular care.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.

---

### Required Skills

- Bachelor's degree or equivalent experience in related field.
  - 3+ years of sales planning and/or marketing experience, preferably in the medical device/pharmaceutical industry.
  - Strong proficiency in MS Office, exceptional interpersonal and communication skills, and ability to analyze and interpret complex data.
- 

### Company Description

Our client is a renowned medical technology company dedicated to developing innovative solutions for cardiovascular diseases, with a commitment to improving patient outcomes globally.