

MichaelPage

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Training & Education Manager - Dental Solutions

Shape the Future of Dental Care in Japan

Job Information

Recruiter

Michael Page

Job ID

1542029

Industry

Healthcare, Nursing

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

May 20th, 2025 22:12

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role is responsible for managing all professional education activities in Japan under the Swiss Dental Academy, including seminar planning, KOL engagement, and internal training. As a core leader within the commercial and clinical interface, you'll ensure high-quality educational delivery and contribute to brand excellence across the market.

Client Details

Our client is a global innovator in precision healthcare technologies, delivering high-impact solutions across dental, urology, and musculoskeletal therapy. With a long-standing commitment to clinical education and outcome-driven care, they continue to shape modern treatment protocols through close partnerships with healthcare professionals.

Description

- Plan and manage national SDA (Swiss Dental Academy) seminars and KOL-led events
- Oversee the SDA team: recruitment, onboarding, coaching, and leadership
- Coordinate with sales reps to align seminar activities and regional educational plans
- Liaise between Japan and HQ for SDA content, marketing communications, and advisory input
- Lead project management for local and global congresses (EuroPerio, IDS, etc.)
- Organize internal sales training and provide monthly market insights and activity reports
- Support social media and CRM data utilization to optimize seminar marketing
- Manage SDA trainer relationships and course scheduling in cooperation with logistics
- Track performance of KOL programs and ensure continuous course quality improvements

Job Offer

- 8M to 12M JPY annual salary depending on experience
- Dynamic role at the intersection of clinical education and business development
- Frequent collaboration with KOLs, internal stakeholders, and international partners
- Competitive compensation package with frequent domestic travel
- Opportunity to shape clinical practice and customer engagement across 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.

Required Skills

- 3+ years of experience in sales, training, or educational program management, ideally in the dental or healthcare industry
- Strong team management, communication, and project coordination skills
- Bilingual fluency in Japanese and English, with cross-cultural competence
- Hands-on, detail-oriented, and able to lead initiatives from planning through execution
- Familiar with Japanese business practices and capable of aligning with global HQ directives

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