

Michael Page

www.michaelpage.co.jp

APAC Sales Training Manager (Life Sciences/IVD)

Shape Sales Excellence Regionally

Job Information

Recruiter

[Michael Page](#)

Job ID

1559741

Industry

Pharmaceutical

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 14 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

September 29th, 2025 14:47

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As the APAC Sales Training Manager, you will design and deliver impactful training programs that strengthen the sales capabilities of regional teams and distributors. Based in Tokyo, this role plays a critical part in aligning global sales excellence with local market needs, ensuring stronger execution and growth in key territories.

Client Details

Our client is a leading global life sciences and diagnostics company with a strong presence in Japan. The business spans Life Sciences, In-Vitro Diagnostics (IVD), and Bioinformatics, with a significant portion of revenue from academia, while aiming to grow its IVD market share. The company imports and launches multiple new products annually, working through local sales teams and key distribution partners

Description

- Develop, schedule, and deliver commercial and product training for sales teams and distributors across the APAC region.
- Align regional training initiatives with global strategy and support key divisions (Life Sciences, IVD, Bioinformatics).
- Lead onboarding, annual certification, and sales coaching initiatives.
- Partner with department heads and commercial leaders to translate business needs into training solutions.
- Travel up to 50% regionally to deliver in-market programs and workshops.

Job Offer

- Competitive annual salary
- Generous leave and benefits, including healthcare, retirement programs, and hybrid working.
- Regional exposure, cross-functional collaboration, and career growth opportunities within a global 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.

Required Skills

- Bachelor's degree and 3-5 years' experience in sales, sales management, or sales training (ideally IVD, life sciences, or oncology).
- Strong bilingual ability: fluent Japanese and business-level English.
- Proven training, presentation, and sales coaching skills, with confidence to engage large groups.
- Familiar with CRM systems (Salesforce preferred) and structured sales models (e.g., SPIN, CSS, PSS).
- Passion for developing people and acting as a trusted partner to commercial leaders.

Company Description

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