

MichaelPage

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## APAC Sales Training Manager (Life Sciences/IVD)

## Shape Sales Excellence Regionally

## 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

1559741

## 業種

医薬品

## 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

1000万円 ~ 1400万円

## 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09月29日 14:47

## 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

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 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.

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### スキル・資格

- 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.

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### 会社説明

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