


www.michaelpage.co.jp

Business Unit Head (Hospital Equipment) - Japan

Lead, Innovate, Transform.

Job Information

Recruiter

[Michael Page](#)

Job ID

1510812

Industry

Medical Device

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 18 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

December 13th, 2024 12:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

You will take ownership of the P&L for Japan, driving sales growth through direct and indirect strategies while ensuring flawless product launches. This director-level role combines leadership, strategic planning, and market insights to deliver customer-focused solutions.

Client Details

Our client is a global leader in healthcare technology and innovation, dedicated to improving lives by delivering advanced medical solutions. With a strong focus on customer satisfaction, they empower teams to push boundaries and set new industry standards.

Description

- Own the P&L and drive strategic growth for the assigned business in Japan.
- Align strategic plans with Japan's leadership and maximize market potential.
- Develop and manage sales strategies utilizing both direct and indirect sales channels.
- Lead the sales, marketing, and clinical teams to ensure flawless product launches and marketing execution.
- Collaborate with the Japan Market Leader to integrate market insights into strategic planning.
- Foster customer satisfaction by understanding market trends and creating winning propositions.
- Uphold compliance and demonstrate leadership excellence in every aspect of the role.

Job Offer

- A pivotal leadership role within a globally recognized healthcare organization.
- Competitive remuneration, professional growth opportunities, and a chance to influence the future of healthcare 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.

Required Skills

- Possesses deep knowledge of marketing processes and healthcare/medtech products.
 - Brings over 10 years of industry experience, with proven expertise in marketing technology and creating customer-centric solutions.
 - Experienced in leading multifunctional teams and managing people effectively.
 - Holds a Bachelor's degree and LEAN Advanced Certification.
 - Proficient in both English and Japanese at a business level.
-

Company Description

Our client is a global leader in healthcare technology and innovation, dedicated to improving lives by delivering advanced medical solutions. With a strong focus on customer satisfaction, they empower teams to push boundaries and set new industry standards.