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Business Unit Head (Medical Imaging/PACS) - Japan

Transform Imaging, Lead Innovation.

Job Information

Recruiter

[Michael Page](#)

Job ID

1510818

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 14:01

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

The Business Leader will own the P&L for Japan, driving sales growth and ensuring the successful introduction of innovative imaging solutions. This director-level role focuses on strategic planning, market alignment, and team leadership to deliver exceptional customer outcomes.

Client Details

Our client is a globally recognized innovator in healthcare technology, committed to enhancing patient care through advanced imaging and diagnostic solutions. They empower teams to challenge boundaries and achieve transformational results in healthcare.

Description

- Take full ownership of the P&L and drive growth for the Medical Imaging business in Japan.
- Collaborate with Japan's leadership to align strategic plans and optimize market potential.
- Develop and implement direct and indirect sales strategies tailored to customer needs.
- Lead the sales, marketing, and clinical teams to ensure successful product launches and marketing execution.
- Integrate market insights into strategic planning and align with the Japan Market Leader.
- Enhance customer satisfaction through a deep understanding of market trends and delivering tailored solutions.
- Uphold compliance and demonstrate leadership excellence in all business practices.

Job Offer

- A leadership role in shaping the future of Enterprise Imaging with a global healthcare innovator.
- Competitive remuneration and professional growth in a cutting-edge healthcare domain.

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

- Brings extensive knowledge of imaging and diagnostic solutions with a proven track record in healthcare technology.
- Has 10+ years of experience in marketing, sales, or business management, with a focus on medtech or healthcare domains.
- Demonstrates strong leadership and people management skills, effectively leading multifunctional teams.
- Holds a Bachelor's degree and is a Certified LEAN Advanced professional.
- Proficient in business-level English and Japanese.

Company Description

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