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## General Manager, Japan

### General Manager, Medical Device Japan

#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1520724

**Industry**

Medical Device

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

February 6th, 2025 11:33

#### General Requirements

**Career Level**

Executive

**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

- Join a leading global respiratory device company as the new Japan GM.
- Transform and lead scale up initiatives to grow the Japan business.

#### Client Details

- A globally established respiratory device company with #1 market share, headquartered in the US.

#### Description

- Lead the gradual transition from traditional account management to a cutting-edge omnichannel strategy, focusing on public awareness and optimising customer pathways.
- Implement sustainable growth strategies and upscale the headcount of the business.
- Collaborate with regional and global teams to influence APAC and global strategies.

#### Job Offer

- Highly competitive salary and benefits.
- Autonomous leadership to drive impactful changes/strategies.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Saki Kanematsu at +81 3 6832 8904.

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## Required Skills

- Experience as a senior marketing or sales leader in the health care industry.
  - Extensive experience leading growth strategies and transformation initiatives oriented towards the Japan market.
  - Background working in Pharma, Med Device, Biotech or related industries is a must.
  - Experience in digital marketing will be ideal.
  - Proven track record in revenue management.
  - Experience managing a team/organisation of 15+ people.
  - Global or regional experience is ideal.
  - A strong command of English and Japanese is a must.
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## Company Description

A globally established respiratory device company with #1 market share, headquartered in the US.