


www.michaelpage.co.jp

Key Account Manager (Medical Device)

Key Account Growth & Business Expansion

Job Information

Recruiter
[Michael Page](#)
Job ID

1523076

Industry

Medical Device

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 13 million yen

Refreshed

February 21st, 2025 14:55

General Requirements

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 a Key Account Manager, you will be responsible for managing and growing key distributor accounts while developing new business partnerships across Japan. Your focus will be on driving revenue growth, optimizing market share, and building strong relationships with distributors and key stakeholders. This is a single contributor role.

Client Details

Our client is a leading global medical device company specializing in sleep, respiratory, and cardiovascular care solutions. With a strong presence in Japan, they are expanding their B2B sales operations and seeking a strategic sales leader to drive their growth.

Description

- Manage and expand relationships with key distributors to drive revenue growth.
- Identify and establish new distributor partnerships for sustainable business expansion.
- Develop and execute sales strategies, ensuring alignment with financial and market goals.

- Provide market insights through data analysis to enhance sales performance.
- Collaborate with internal teams across Japan and global offices to optimize sales strategies.
- Engage with external stakeholders, including physicians and KOLs, to support sales initiatives.

Job Offer

???? Competitive salary (Base ¥9M-¥13M + 15% variable bonus)

???? Tokyo-based role (open to Osaka-based candidates with travel to Tokyo 2-3 times per month)

→ Domestic travel opportunities (1-3 times per month)

???? Work in a global, innovative, and growing 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

- 5+ years of experience in B2B distributor sales within the medical device industry.
 - Proven success in key account management with a strategic, long-term approach.
 - Experience negotiating and working with distributors to implement sales plans.
 - Strong English communication skills and ability to work in a multicultural environment.
 - Prior experience in sleep, respiratory, or cardiology-related devices is a plus.
-

Company Description

Our client is a leading global medical device company specializing in sleep, respiratory, and cardiovascular care solutions. With a strong presence in Japan, they are expanding their B2B sales operations and seeking a strategic sales leader to drive their growth.