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## Associate Director, Market Access - Japan (Life Sciences)

**Drive Market Access Innovation in Japan**

### Job Information

**Recruiter**

Michael Page

**Job ID**

1529166

**Industry**

Pharmaceutical

**Company Type**

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

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses included in indicated salary.

**Refreshed**

March 26th, 2025 21:54

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

This role is responsible for driving local market access strategies in **Japan**, ensuring optimal reimbursement and pricing for new product launches, particularly in the areas of oncology and infectious diseases. You will collaborate with both local and global teams to align strategies and influence key stakeholders.

### Client Details

The client is a global leader in the healthcare sector, with a strong portfolio of products across medical devices, pharmaceuticals, and diagnostics. They are committed to improving patient outcomes and continuously innovating in market access and reimbursement strategies.

**Description**

- Lead local market access strategies to ensure the best reimbursement and pricing for new products.
- Collaborate with global and local cross-functional teams to develop pricing strategies.
- Work with commercial teams to translate market insights into payer value propositions.
- Lead engagement projects with payers, focusing on evidence generation and strategic messaging.
- Establish and maintain strong relationships with key stakeholders such as government authorities and healthcare providers.
- Support the development of business cases and simulations for marketing strategies.
- Oversee the ongoing development of the value proposition in response to evolving market trends and regulations.

**Job Offer**

???? **Competitive salary and benefits package**

???? **Opportunities for career growth in a global company**

???? **A dynamic and collaborative work environment with a focus on innovation**

???? **Flexibility and support for professional development**

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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**Required Skills**

- 8-10 years of relevant experience in market access, pricing, and reimbursement within the medical device or pharmaceutical industries.
  - Experience working with oncology and infectious disease products is a plus.
  - Strong communication, interpersonal, and project management skills.
  - Japanese speaker (native) with fluent English.
  - Experience in managing cross-functional teams and stakeholder engagement.
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**Company Description**

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