

**MichaelPage**

www.michaelpage.co.jp

## Product Manager - In Vitro Diagnostics (IVD)

**Bridge Innovation and Impact**

### Job Information

**Recruiter**

Michael Page

**Job ID**

1534978

**Industry**

Pharmaceutical

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7 million yen ~ 10 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

April 24th, 2025 15:00

### General Requirements

**Minimum Experience Level**

Over 1 year

**Career Level**

Mid Career

**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

This role will lead strategic marketing initiatives for IVD products, enhancing market penetration through evidence-based planning and cross-functional collaboration. You'll serve as a bridge between global innovation and frontline sales execution, ensuring products reach the right customers effectively.

### Client Details

Our client is a globally recognized medical technology leader, known for pioneering diagnostics and life sciences solutions. With a strong commitment to clinical excellence and innovation, the company offers an empowering, inclusive environment that promotes flexibility, growth, and purpose-driven work.

### Description

- Develop and implement marketing strategies (base, upside, downside scenarios) backed by objective analysis and clear logic.
- Conduct in-depth market segmentation and value pricing for assigned diagnostic products.
- Manage cross-departmental projects, timelines, and stakeholder engagement.
- Plan and execute new product launches, improvement strategies, and promotions through collaboration with global manufacturers.
- Engage with Key Opinion Leaders (KOLs), support sales through customer visits and create persuasive product narratives.
- Plan and deliver promotional events, educational sessions, and budgeting activities.

### Job Offer

- Competitive annual salary: ¥7M-¥10M
- Full-time remote/field-based flexibility with no fixed office commute
- One annual bonus, annual salary review
- Extensive employee benefits including flextime, telecommuting, childcare support, and wellness subsidies
- Access to global resources and a strong internal mobility program

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

- Minimum experience as a Product Manager in medical devices or pharmaceuticals.
- Bonus if you have experience in the IVD industry and knowledge of lab workflows (e.g., immunology, hematology).
- Strong marketing acumen, CRM and pricing knowledge, and capable of managing global communication in English.
- Qualifications like a clinical lab technician or pharmacist license are advantageous.

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