

MichaelPage

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Commercial Strategy & Operations Leader - IVD

Strategic Leadership in Diagnostics

Job Information

Recruiter

Michael Page

Job ID

1534980

Industry

Pharmaceutical

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 17 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

April 24th, 2025 15:19

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Lead strategic planning, performance improvement, and commercial excellence initiatives in a new high-visibility team within the IVD division. You'll partner across functions to translate insights into action, enabling data-driven decisions and optimized business execution.

Client Details

This global healthcare innovator is committed to advancing diagnostic solutions that improve patient outcomes. Known for its cutting-edge technologies and strong ethical foundation, the company provides a dynamic and inclusive environment for top talent to thrive and make a real-world impact.

Description

- Develop and execute comprehensive business plans with data-driven insights (MTA, MBR, forecasts).
- Conduct in-depth analyses at both macro (market trends) and micro (individual accounts) levels.
- Identify and lead commercial improvements across strategy, execution, and operations.
- Collaborate with marketing to define segmentation, positioning, and execution frameworks.
- Optimize key sales processes: CRM, S&OP, sales incentives, product conversions.
- Drive DX initiatives and cross-functional strategic projects to completion.
- Partner with sales teams to monitor KPIs and ensure goal achievement through analytical insights.
- Support LS leadership with business decisions via actionable analysis and recommendations.

Job Offer

- Competitive salary (JPY 11M-17M based on experience).
- Flexible work-from-home policy and full suite of benefits including flextime, company housing, and retirement plans.
- Career development within a global organization committed to innovation and employee well-being.

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

- 10+ years in the healthcare/IVD industry, with 5+ years in leadership roles.
- Deep knowledge of IVD market, hospital operations, sales channels, and reimbursement systems.
- Proven ability to lead cross-functional projects and optimize commercial performance.
- Fluent in English; business-level Japanese.
- Strong stakeholder management and strategic thinking with a bias for action.

Company Description

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