

MichaelPage

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Head of TAVI, Top Cardiovascular firm (Tokyo, up to 16m)

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募集職種

人材紹介会社

マイケル・ペイジ・インターナショナル・ジャパン株式会社

求人ID

1519022

業種

医療機器

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1600万円

更新日

2025年02月03日 11:11

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

To lead the TAVI business unit, being responsible of achieving both sales and marketing targets.

Client Details

Top US medical device firm. The cardiovascular division develops advanced medical devices for heart-related conditions, including stents, heart valves, and electrophysiology solutions. It focuses on innovative technologies to improve patient outcomes in coronary and structural heart diseases.

Description

- * Achieves sales targets in both units and revenues in a competitive environment.
- * Leads the commercial team and the marketing department
- * Manages carefully and efficiently the OPEX budget to the commercial footprint and to increase the TAVI market share.
- * Strategic thinking at the national and the district level - Ability to merge the district approach and the high-level strategy.
- * Analyzes sales performance by maintaining a rigorous account level review and planning and take actions to correct underperformance through a data driven approach.

Job Offer

- * As head of the BU, manage the whole operation of the team with ambitious targets.
- * Flexible working style, including remote work.
- * Possibility to engage with local and international customers, including cross-function work with multidisciplinary teams.

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【Eduardo-About Me】 エンジニア×ヘルスケア×リクルーター Specialized healthcare recruiter
◎トライリンガル（日本語・英語・スペイン語） Trilingual in Japanese, English and Spanish.
◎東京工業大学大学院にて化学工学を専攻し、プロセス制御・プラントエンジニアとしてキャリアを形成を経て、現在に至る
Process automation/plant engineer in the chemical industry. Tokyo Institute of Technology, MEng in Chemical Engineering.
◎ヘルスケア業界（医療機器）にて主にコマーシャルポジションを担当。
Sr. Consultant / Healthcare / Commercial positions
◎他社に比べて支援実績数が多く、社内外にて多数受賞実績あり
- 2023 Division Top Biller
- Recruit Direct Scout, Top 3 Division Biller
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To apply online please click the 'Apply' button below.
For a confidential discussion about this role please contact Eduardo Takara on +813 6832 8678.

スキル・資格

- * More than 7 years of sales management experience. Ideally in B2C consumer industry.
- * Minimum 15 years with demonstrated high level achievement in sales/marketing and from a global company preferably in the medical/healthcare sector.
- * Extensive working experience in commercial and marketing positions competitive markets.
- * Business level of English and Japanese.

会社説明

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