

**MichaelPage**

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## Japan Sales Head - Biotech (New Market Entry)

**Launch. Lead. Heal Japan.**

## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1532248

## 業種

医薬品

## 会社の種類

中小企業 (従業員300名以下) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1000万円 ~ 1500万円

## ボーナス

給与：ボーナス込み

## 歩合給

給与：歩合給込み

## 更新日

2025年04月14日 12:55

## 応募必要条件

## 職務経験

3年以上

## 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

流暢

## 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

This is a newly created role for a dynamic sales leader to establish the Japan market for an ambitious Chinese biopharma innovator. The position combines high autonomy with a rare opportunity to launch novel regenerative medicine products in both beauty and medical channels.

## Client Details

Our client is a rapidly growing biopharmaceutical company founded in 2012 and backed by a visionary second-generation CEO. Specializing in PDGF (platelet-derived growth factor) drugs for wound healing and aesthetic treatments, the firm has a robust R&D pipeline and is positioned to commercialize several first-in-class therapies in Asia over the next 3-5 years.

### Description

- Establish the company's sales operations in Japan from scratch, with a focus on aesthetic product launches first, followed by medical drug sales.
- Identify, negotiate, and manage OEM partnerships for local production and distribution.
- Develop go-to-market strategy, pricing, and sales execution plans.
- Collaborate closely with HQ (CEO and R&D team) to ensure regulatory alignment and product readiness.
- Represent the company externally and build credibility with key KOLs, clinics, and distributors.

### Job Offer

???? Attractive annual base salary (flexible for exceptional candidates)

???? First-in-market opportunity to lead an innovative product launch

???? Exclusive ownership of the Japan strategy with direct CEO exposure

???? Be part of a purpose-driven company revolutionizing wound healing and aesthetics

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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### スキル・資格

- Minimum 5-6 years of B2B or OEM sales experience in Japan, ideally within pharmaceuticals, aesthetics, or medical devices
- Proven track record in new market development, with a hands-on, entrepreneurial mindset
- Strong communication and negotiation skills to engage partners, regulators, and internal stakeholders
- Business-level fluency in Japanese and English; Mandarin proficiency preferred
- Must hold a valid Japan work visa or permanent residency

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### 会社説明

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