



Country Representative (Japan)

International Startup for Japan

Job Information

Hiring Company

VentureBlick

Job ID

1461804

Industry

Medical Device

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 8th, 2024 02:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Your role

- Provide VentureBlick with the proper guidance necessary in order to begin conducting its business within Japan
- Conduct research, including but not limited to desktop research, interviews, or focus groups to understand market opportunities, competitive landscape, and challenges
- Propose key strategies, business models, execution roadmaps, and partnerships based on the key insights from the research
- Ensure the successful launch and implementation of the global platform/projects in the country, complying with local laws and regulations, and continuously drive growth
- Understand the local market needs, competitive landscape, and potential customer segments; develop and execute proper go-to-market strategy and action plans
- Create infrastructures, systems, and processes to streamline operations and improve productivity

- Drive relationships with key external stakeholders in the country, e.g., investors, government bodies, partners, startup communities, etc.
 - Lead other business or engagement activities in the country as the company evolves, including but not limited to fundraising, M&A, and strategic partnerships, etc.
-

Required Skills

Who you are

- Fluency in both Japanese and English is absolutely critical
- Bachelor's Degree from a leading university, Master's degree in Business Administration or related field is preferred
- Strong background in working at multinational medical device or pharmaceutical companies is essential
- Prior track record of serving as the general manager of at least one business unit
- Past experience as the first employee entering into a new market would be a big plus
- A deep understanding of the regulatory environment, startup community, cultural nuance, and consumer behavior in Japan
- Proven leader with a 'hands-on' approach who is able demonstrate tenacity and resourcefulness
- Exceptional communication, presentation, and critical thinking skills

What we offer

- The chance to work with a group of reputable and experienced leaders with proven success record
 - Be part of an international and dynamic team with a diversified background
 - A unique company culture built around respect, transparency, empowerment, and fun
-

Company Description