【Fast Growing Medical Startup】 Field Marketing Specialist

Work Onsite at Hospitals

Job Information

Hiring Company
MedHub-AI

Job ID
1484464

Industry
Medical Device

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 4th, 2026 08:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

M E D H U B . A I
Field Marketing Specialist

About the Company
MedHub.AI, a fast-growing start-up revolutionizing heart care with the power of AI, is seeking passionate individuals ready to make a
meaningful impact! To learn more about us, visit MedHub-AI.com.
MedHub.AI is bringing AutocathFFR — an AI-powered FFR (Fractional Flow Reserve) analysis platform for interventional cardiology —
to hospitals across Japan. As we scale, we're looking for a Field Marketing Specialist to drive new hospital accounts from first
contact through adoption on the ground.

About the Role
Location: Office is in Tokyo. Traveling is required across Japan.
Reports to: Sales Team Lead, MedHub.AI Japan.

This is a field-facing, customer-first role. The person in this seat will be the driving force behind new potential accounts — presenting
demos, building relationships with physicians and cath lab staff, and acting as the single point of contact for everything a hospital
needs throughout the sales and implementation process. We need someone proactive and hands-on, comfortable owning a relationship from the first meeting all the way through go-live.

Key Responsibilities

► Own new potential accounts. Take direct responsibility for developing new hospital accounts across Japan, from initialoutreach to onboarding.

► Present demos. Run product demonstrations of AutocathFFR for physicians, cath lab staff, and hospital

► decision-makers.
Be the point of contact. Stay in touch with prospective and existing accounts and serve as the primary liaison for everything required throughout the process.

► Support installation and training. Help oversee the transition from installation to customer training, and conduct training sessions on-site after go-live.

► Facilitate implementation. Support the rollout of new and upgraded products at client sites, working closely with internal teams to keep installations on track.

► Close the loop with R&D. Document user feedback and reported issues, and communicate them clearly to R&D and management to drive corrective action.

► Validate clinical use. Support usability testing and validation of clinical use cases in the field.

► Travel across Japan. Regular travel to hospital sites nationwide is a core part of the role.

Required Skills

Required

► Bachelor's degree in life sciences, biomedical engineering, or a related clinical field

► Highly proactive, with the drive to independently move new customer relationships forward

► Strong interpersonal and problem-solving skills; a keen learner comfortable across clinical and commercial topics

► Native Japanese and business-level English

Additional Good Skills to Have

► Clinical Engineer license (臨床工学技士) or Radiologic Technologist license (診療放射線技師) is a strong plus

► Experience presenting at clinical conferences/congresses (e.g., CVIT) is a plus

Company Description