

**MichaelPage**

www.michaelpage.co.jp

**Business Unit Head - Interventional Solutions (医療機器)****Lead Medical Interventional in Japan****Job Information****Recruiter**

Michael Page

**Job ID**

1539499

**Industry**

Medical Device

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

13 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

May 15th, 2025 10:32

**General Requirements****Minimum Experience Level**

Over 6 years

**Career Level**

Executive

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

**Job Description**

Lead the Interventional Solutions division in Japan, overseeing strategy, P&L, and team development in a globally trusted medical technology company. This is a strategic leadership role for a bilingual healthcare expert with strong commercial acumen and experience in interventional or surgical markets.

**Client Details**

Our client is a globally respected medical technology company known for its purpose-driven innovation and trusted brands in interventional, surgical, and urology care. They are committed to improving healthcare outcomes and fostering a strong, inclusive workplace culture.

### Description

- Develop and execute short- and long-term commercial strategies for the interventional business in Japan.
- Lead P&L, sales forecasting, budgeting, and marketing efforts while ensuring profitability and growth.
- Build strong KOL and distributor partnerships to strengthen market presence.
- Hire, mentor, and grow a high-performing, diverse team aligned with global values.
- Ensure full compliance with legal, corporate, and ethical standards.
- Identify and capitalize on new business opportunities through market insight and innovation.

### Job Offer

- Base salary of approx. ¥13M + up to 20% performance-based incentive
- Comprehensive benefits including healthcare, retirement support, wellness programs, and generous leave policies
- Opportunity to influence business decisions and collaborate globally

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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### Required Skills

- Fluency in both Japanese and English (with the ability to clearly communicate complex strategies to internal and external stakeholders)
- A leader with a track record in building culture, trust, and strong internal/external partnerships.
- A proven leader in healthcare or medical devices with full P&L and team management experience.
- Strategic and hands-on, with strong decision-making, business acumen, and clinical data literacy.
- Experience in interventional, cardiovascular, or surgical segments preferred.

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