

MichaelPage

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Senior Commercial Excellence Analyst (Medical Device)

Strategic Analytics Meets Innovation

Job Information

Recruiter

Michael Page

Job ID

1546187

Industry

Medical Device

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

June 27th, 2025 14:15

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As a Senior Commercial Excellence Analyst, you will deliver data-driven insights and business recommendations to support Japan's commercial leadership. Your role bridges sales performance, financial analysis, and cross-functional collaboration, helping drive the adoption of groundbreaking medical technology.

Client Details

Our client is a global market leader in medical surgery, revolutionizing minimally invasive care through cutting-edge technology. With a mission-driven, inclusive culture, the company empowers healthcare professionals to advance outcomes for patients worldwide.

Description

- Partner with Japan GM, sales, and marketing leaders to develop actionable commercial insights and strategies
- Deliver high-impact financial and sales performance analyses using tools like Excel, SQL, and Tableau
- Build dashboards and models to support new product launches, business reviews, and strategic decisions
- Collaborate with APAC and global sales operations teams on analytics initiatives
- Participate in cross-functional efforts to solve operational challenges and improve sales effectiveness

Job Offer

???? Competitive compensation with global exposure
???? Career development path across sales, finance, or analytics
???? Be part of the world leader in medical surgery
???? Work in a purpose-driven, fast-paced global medtech environment
???? High-visibility role with direct impact on Japan business growth

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.

Required Skills

- 5+ years' experience in sales operations, finance, or commercial analytics
- Strong analytical mindset with SQL and Excel skills (Tableau is a plus)
- Solid business acumen and a consultative approach to stakeholder collaboration
- Bilingual Japanese-English communication skills
- Background in FP&A or sales/marketing analytics preferred
- Bachelor's degree required; Master's degree preferred

Company Description

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