

Michael Page

www.michaelpage.co.jp

Sales Lead - Medical Imaging

Lead. Inspire. Transform.

Job Information

Recruiter

Michael Page

Job ID

1559728

Industry

Medical Device

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 18 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

September 29th, 2025 13:48

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This is a country leadership role overseeing the ultrasound imaging sales organization in Japan. The position is focused on driving business growth through strategic sales leadership and engagement with key medical institutions.

Client Details

Our client is a global healthcare technology leader, committed to improving patient care and outcomes. They are a trusted

partner to hospitals and healthcare providers worldwide, offering innovative medical equipment and solutions backed by decades of expertise.

Description

- Lead and develop the ultrasound sales team across Japan, setting strategic direction and sales targets.
- Build and maintain strong relationships with doctors, nurses, and technicians at top-tier medical institutions (e.g., university hospitals, flagship hospitals, and medical centers).
- Drive business expansion in the Japanese market, ensuring consistent growth and market share increase.
- Collaborate with field sales teams to strengthen execution and enhance client satisfaction.

Job Offer

- Competitive annual salary and performance incentive.
- Comprehensive benefits including retirement plans, social insurance, and defined contribution pension.
- Paid leave of up to 25 days annually, plus sick and care leave.
- Internal mobility system supporting long-term career 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

- Proven track record in ultrasound diagnostic equipment sales.
- Demonstrated leadership experience managing and developing sales teams.
- Fluent Japanese and business-level English.
- Valid driver's license.
- Strong interpersonal and negotiation skills, with the ability to influence at senior medical levels.

Company Description

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