

Michael Page

www.michaelpage.co.jp

Product Manager (Medical Equipment)

Empower Care Through Innovation

Job Information

Recruiter

Michael Page

Job ID

1561069

Industry

Medical Device

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

October 8th, 2025 18:18

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

This role bridges product expertise and field execution - combining hands-on product demonstrations, distributor enablement, and market insight development to accelerate business growth. Acting as the local link to global product management, you'll ensure Japan's market voice is reflected in product strategy, development, and commercialization.

Client Details

Our client is a global medical technology company specializing in patient handling, hygiene, and therapeutic solutions designed to improve mobility and quality of life for patients and caregivers. With a strong commercial footprint in Japan and a commitment to high clinical and ethical standards, the company continues to invest in distributor excellence, localized marketing, and innovation-driven care environments across hospitals and long-term care facilities.

Description

- Lead in-market engagement (~67%) by conducting customer-facing activities including demonstrations, product training, and co-visits with distributor sales teams.
- Develop and manage distributor engagement and growth strategies across assigned product categories.
- Collaborate with senior leadership to analyze market insights and design Go-to-Market (G2M) plans that expand market share.
- Translate global product strategy into actionable local marketing and tactical plans.
- Support profitable growth through increased sales volume, revenue, and end-to-end margins.
- Partner with Global Product Management on development, QRC, and product release processes.
- Ensure compliance with local safety, QA, and ISO9001 standards in all operational aspects.

Job Offer

- Competitive compensation with performance-based bonus.
- Opportunity to represent Japan in a global organization and collaborate cross-functionally with regional and HQ teams.
- Comprehensive social benefits and structured training programs.
- Strong sense of purpose - improving safety, dignity, and mobility in healthcare environments.

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 product management, marketing, or clinical sales within the healthcare or medical devices industry.
- Proven success in distributor management, field training, or clinical demonstration roles.
- Strong communication skills, with the ability to engage confidently with both internal teams and external stakeholders (medical engineers, nursing staff, etc.).
- Fluent in Japanese; business-level English for communication with APAC and global teams.
- Outgoing, hands-on, and passionate about patient safety and product excellence.
- Physically fit and willing to travel (domestic and international, ~20%).

Company Description

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