

MichaelPage

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Digital Surgery Representative

Pioneering the Future of Surgery

Job Information

Recruiter[Michael Page](#)**Job ID**

1561151

Industry

Medical Device

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 10 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

October 9th, 2025 19:54

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role drives the adoption of next-generation digital and connected technologies across surgical settings. You'll work closely with surgeons and hospital staff to deliver impactful digital solutions that enhance surgical precision, efficiency, and outcomes.

Client Details

Our client is a global MedTech innovator renowned for shaping the future of minimally invasive surgery. With a legacy of engineering excellence and a forward-looking digital vision, the company is expanding its footprint in Japan through advanced surgical platforms and digital ecosystems that redefine clinical experience.

Description

- Engage directly with surgeons and clinical teams to introduce and promote digital surgical solutions.
- Drive adoption through product demonstrations, tailored training, and ongoing consultative support.
- Partner with cross-functional sales, clinical, and marketing teams to grow solution usage across hospitals.
- Identify and develop Key Opinion Leaders (KOLs) within the surgical community.
- Gather customer feedback to inform future digital development and usability improvements.
- Utilize Salesforce and digital engagement tools to manage territory pipeline and reporting.

Job Offer

- Opportunity to be at the forefront of digital transformation in surgery.
- Competitive compensation and strong career growth within a globally recognized MedTech leader.
- Comprehensive product training, international exposure, and collaboration with a visionary team driving surgical excellence.

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

- 2+ years of experience in medical sales, business development, or clinical education within the healthcare industry.
- Skilled communicator who can confidently engage surgeons, nurses, and hospital administrators.
- Highly motivated, tech-curious, and passionate about medical innovation and improving patient outcomes.
- Comfortable operating in dynamic, cross-functional environments and using digital tools to drive engagement.

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