BUSINESS DEVELOPMENT MANAGER – MEDTECH AND LIFE SCIENCES

Job Information

Hiring Company
Intralink KK

Job ID
1577934

Industry
Business Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 7 million yen

Work Hours
In accordance with company regulations

Holidays
20 days

Refreshed
November 3rd, 2026 09:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Business development and sales promotion for overseas MedTech companies entering the Japanese market
- Rewarding work contributing to the societal implementation of medical devices and drug discovery
- Leading medical innovation through international collaboration
- Annual salary: ¥6-7 million / Flexible work arrangements and growth opportunities available

【Job Responsibilities】
Are you interested in innovation, healthcare and wellness?
Are you interested in how people and ideas come together to create a life-saving medical device, a new drug or digitize the healthcare industry?
Do you want to help international entrepreneurs bring their ideas to life with some of the largest brands in Asia, and play a

role in helping Asian corporations to digitalise and decarbonise their operations?
If that's yes to all three, you may be who we are looking for to join our team.
You'll work alongside a diverse group of 180+ business development consultants with a deep specialism in international markets. Over 35 years in the business, we've helped more than 1,200 western tech startups and scaleups establish and grow in Japan, China, Korea, Taiwan and
Southeast Asia – generating upwards of $800 million in revenues for our clients.
We're focused on the technologies and ideas that are helping to solve the world's social and economic challenges. And looking for individuals with experience in MedTech and life sciences to join our team in Tokyo. So, if you think you're up for the challenge, read on – and apply.

■What you'll be doing:
You'll be working with our international clients from high-growth sectors such as biotech, medical devices and life sciences.
You'll be the on-the-ground extension of your clients' business development departments, with an overarching goal of developing and implementing the right growth strategy in the Japanese market.
You'll be managing the entire sales and licensing cycle – from initial lead generation to outreach, negotiation, closing deals, and account management.
In your day-to-day, you'll be identifying, meeting, pitching to and gathering crucial feedback from your clients' potential customers and partners in Japan, developing a sales funnel and fine-tuning the market strategy.
You'll be working closely with your clients and providing them with key progress indicators in the form of meeting notes, reports, and sync calls.
When the time is right, you will arrange for your clients to visit Japan. You'll be their local expert – taking them to key customer meetings, interpreting and providing the incredibly important cultural context to business conversations.
Through all this, you'll learn about consulting and get first-hand experience in making international business happen.

■What you'll be getting:

- Competitive salary (range JPY 6-7m) and vacation, plus flexible working arrangements
- Opportunities for growth and advancement within the company
- On-the-job experience across multiple industries, working at the forefront of technological development and sustainable innovation with western startups and Asian tech giants
- A chance to sharpen your sales and business development skills by learning from best-in- class salespeople and business builders
- An opportunity to make a difference by enabling innovation through international collaboration

【Employment Type】
Permanent employee

【Salary】
JPY 6-7m

【Working Hours】
In accordance with company regulations

【Work Location】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【What you'll need】

- Full professional proficiency in spoken and written Japanese and English
- Minimum of three years' experience working in Japan in pharmaceuticals, medical devices, IVD or life sciences industries
- Science degree in biology, chemistry, biotechnology, biochemistry, immunology, biomedical science or similar
- Desire to work in business development/sales
- The ability to quickly grasp new concepts and communicate that knowledge to stakeholders

If that sounds like the career path for you, apply below and we hope to see you at an interview soon.

Company Description