



Scientific Affairs Acute Care Diagnostics (ACDx)

アイ・エル・ジャパン株式会社での募集です。テクニカルサポート・アプリケーション...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

アイ・エル・ジャパン株式会社

Job ID

1588068

Industry

Medical Device

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 13 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】土日祝日年末年始 【有給休暇】有給休暇は毎年20日付与されます

Refreshed

April 16th, 2026 16:52

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2347983】

Job Summary

The focus of this position is ACDx portfolio; Blood Gas (BG) /Patient Blood Management (PBM) / Whole Blood Hemostasis (WBH) Testing product lines but may be expanded to other products and/or business lines directed. Manages on going clinical support customer/Werfen Japan staff education and consults with customers regarding safe use of devices and improved patient outcomes based on evidence and regulatory requirements. Additionally from an academic perspective lead scientific evidence generation and development and promote academic activities and research support.

Key Accountabilities To customers

- Drive increased utilization of ACDx products by ensuring full clinical implementation. This includes providing educational assistance for clinical interpretation as well as protocol development and implementation.
 - Identify engage and cultivate strategic relationships with KOLs to advance scientific initiatives and enhance clinical practice.
 - Lead planning and support for scientific publications and research design and support clinical studies and presentation at congress.
 - Conduct scientific data analysis and real world evidence collection.
 - Plan and organize academic symposiums expert meetings and KOL advisory boards.
 - Respond to inquiries and provide prompt support for issue resolution.
 - Responsible for ensuring total customer satisfaction base maintenance and incremental revenue growth.
 - Responsible for ensuring the safety and proper use of our products.
 - Support the development of scientific studies with customer as agreed appropriate with the ACDx BU Manager
 - Capable of presenting our products and concepts to customers distributors end user groups and expert meetings.

With Team members

- Work with the sales team and distributors to visit new and current customers in Japan with the purpose of understanding their needs and introduce or give updates on product range
- Work with technical team to program and configure instrumentation at customer site and in the Werfen demonstration/ training room
- Continuously support the local sales staff in their marketing/ sales activities including the performance of system demonstrations and evaluations.
- Provide clinical coaching and mentoring to Werfen Japan ACDx staff.
- Develop medical education materials and scientific content.
- Conduct competitive product scientific analysis and intelligence gathering.
- Under guidance from the ACDx BU Managers will mentor and provide field training to new hires and proactively assess their Clinical competency. The use of Werfen Academy is mandatory to achieve this.
- Ensure all Werfen ACDx staff understand the Clinical value of our products including consideration of "the journey of the patient".
 - Interact with Sales Staff to provide pre sales and post sales clinical support.
 - In coordination with the ACDx Managers and SBU promote the development of and maintenance of KOL relationships.
 - Performs other duties and responsibilities as assigned by the ACDx BU Manager

Measure of performance: The following measures will be used to determine satisfactory performance.

- Growth revenue of P E (reagents for testing)
- Growth number of the instrument installation
- Ensure Customer satisfaction level as high
- Quality assessment of KOL engagement and tracking record of strengthening academic collaboration with KOLs
- Evidence generation project completion records
- Provide evidence that Werfen Japan ACDx staff have been clinically competency assessed and training programme put in place and followed up.

職務記述書：Scientific Affairs（急性期診断：ACDx）

職務概要

本ポジションは、ACDxポートフォリオ（血液ガス（BG）、患者血液管理（PBM）、全血止血（WBH）検査製品ライン）に焦点を当てますが、指示により他の製品や事業ラインに拡大する場合があります。臨床サポートの継続的な管理、Werfen Japanスタッフや顧客への教育、規制要件に基づく安全な機器使用と患者アウトカム改善に関するコンサルティングを行います。さらに、学術的観点から科学的エビデンスの生成・開発を主導し、学術活動や研究支援を推進します。

主な責任

顧客対応

ACDx製品の臨床導入を確実にし、利用率を向上させる。臨床解釈の教育支援、プロトコル開発・実施を含む。

KOL（Key Opinion Leader）との戦略的関係を構築し、科学的取り組みを推進し臨床実践を強化。

学術論文や研究の計画・支援、臨床試験の設計、学会での発表を主導。

科学的データ分析やリアルワールドエビデンスの収集を実施。

学術シンポジウム、専門家会議、KOLアドバイザリーボードの企画・運営。

問い合わせ対応と迅速な問題解決。

顧客満足度の確保、基盤維持、収益成長の促進。

製品の安全性と適正使用の確保。

顧客との科学的研究の開発をACDx BUマネージャーと合意の上で支援。

製品やコンセプトを顧客、販売代理店、エンドユーザーグループ、専門家会議でプレゼン可能であること。

チーム対応

営業チームや販売代理店と協力し、顧客訪問を通じてニーズを把握し、製品情報を提供。

技術チームと連携し、顧客サイトやWerfenデモルームで機器の設定・プログラムを実施。

営業活動を継続的に支援（デモや評価の実施含む）。

Werfen Japan ACDxスタッフへの臨床指導・メンタリング。

医学教育資料や科学コンテンツの作成。

競合製品の科学的分析と情報収集。

新入社員への現場トレーニングと臨床能力評価（Werfen Academyの活用必須）。

製品の臨床的価値をスタッフに理解させる（患者の治療過程を考慮）。

営業スタッフへの販売前・販売後の臨床サポート。

ACDxマネージャーやSBUと連携し、KOL関係の維持・発展を推進。

その他、ACDx BUマネージャーが指示する業務。

評価指標

試薬（PE）の売上成長

機器設置台数の増加

顧客満足度の維持

KOLとの学術的連携強化の記録
 エビデンス生成プロジェクトの完了実績
 スタッフの臨床能力評価と研修プログラムの実施証拠

Required Skills

Networking/Key relationships

Internal Networking

- ・ Scientific Affairs Manager/ Members
- ・ Sales Managers/ Specialists
- ・ Acute Care Diagnostics BU Manager/ Product Managers
- ・ RA/QA Manager/ Specialists
- ・ Technical Support

Minimum Knowledge Experience required for the position:

- ・ Bachelor's degree (medical technology preferred nursing or related scientific discipline) or equivalent work experience
- ・ Minimum of five years related clinical experience (Nurse or Perfusionist or ME with experiences in critical cares preferred.)
- ・ Proven technical proficiency and knowledge understanding of Evidence Based Medicine (EBM)
- ・ Experience in scientific publication writing or reading
- ・ Project management skills/ experience desirable
- ・ Ability to communicate effectively at various levels of the organisation. Demonstrated proficiency in written and verbal communication

Skills Capabilities:

- ・ Effective and Scientific Communication Skills
- ・ Proactive and creative planning and organisation skills
- ・ Strong Customer Focus
- ・ Technical Learning and Training
- ・ Presentation Skills
- ・ Analytical and Literature review and evaluation skills
- ・ Problem Solving
- ・ Multi Tasking
- ・ Critical thinking
- ・ Self Development
- ・ Strong computer skills (Word Excel and PowerPoint)
- ・ English (Business) : preferred

Travel requirements:

- ・ Up to 60% of time

必要な知識・経験

学士号（臨床検査技師、看護、関連科学分野）または同等の職務経験
 臨床経験5年以上（看護師、人工心肺技師、集中治療経験のあるME歓迎）
 技術的知識とエビデンスに基づく医療（EBM）の理解
 学術論文の執筆または読解経験
 プロジェクト管理スキル（望ましい）
 組織内での効果的なコミュニケーション能力（文書・口頭）

スキル・能力

効果的かつ科学的なコミュニケーション能力
 主体的で創造的な計画・組織力
 顧客志向
 技術習得・トレーニング能力
 プレゼンテーションスキル
 分析力、文献レビュー・評価能力
 問題解決力
 マルチタスク能力
 批判的思考
 自己成長意欲
 PCスキル（Word、Excel、PowerPoint）
 英語（ビジネスレベル）：望ましい

出張要件：最大60%

Company Description

医薬品（体外診断用医薬品を含む）の輸出入販売医療機器の輸出入販売、賃貸、保守点検及び修理医療用消耗品の輸出入販売医療用試薬の輸出入販売