Sales Team Lead

Job Information

Hiring Company
MedHub-AI

Job ID
1605033

Industry
Medical Device

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
9 million yen ~ 11 million yen

Refreshed
October 28th, 2026 07:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Join Our Team at MedHub-AI!

MedHub-AI, a fast-growing start-up revolutionizing heart care with the power of AI, is seeking passionate individuals ready to make a meaningful impact! To learn more about us, visit MedHub-AI.com.

Position: Sales Team Lead
Location: Office is in Tokyo. Traveling is required across Japan.
Reports to: Operations Manager, MedHub.AI Israel and General Manager, MedHub.AI Japan.
Team: Directly manages 2–3 sales/field marketing representatives, with the team expected to grow.

About the Role
MedHub.AI is bringing AutocathFFR — an AI-powered FFR (Fractional Flow Reserve) analysis platform for interventional cardiology —
to hospitals across Japan. As we scale, we're looking for a Sales Team Lead to take direct ownership of our commercial engine in
the Japanese market.

This is not a back-office coordination role. It is a key, high-visibility position at the center of MedHub.AI Japan's growth: the

person in this seat will directly manage our field marketing and sales representatives, own the health of the sales pipeline end to
end, and be personally accountable for clearing the bottlenecks that slow deals down, keeping contracts moving, and closing deals. We need someone who treats a stalled deal as unfinished business — proactive, hands-on, and unwilling to let momentum die.

Key Responsibilities

► Shape commercial strategy. Work closely with the General Manager of MedHub.AI Japan to develop and execute the go-tomarket
and commercial strategy for the region.

► Build KOL relationships. Cultivate and protect relationships with key opinion leaders and hospital decision-makers across Japan's cardiology community.

► Own pipeline momentum. Actively identify and remove the bottlenecks that stall deals — overdue follow-ups, stuck distributor
handoffs, missing data or documentation — before they cost us the account.

► Expand our footprint. Support the growth of MedHub.AI's customer base and presence across Japan's regions, beyond our current accounts.

► Lead the field team. Directly manage and coach a team of 2–3 sales/field marketing representatives across Japan, with the team expected to grow as the business scales.

► Drive deals to close. Personally push opportunities forward from physician engagement through contract signature; step in directly on stalled or contested accounts rather than waiting for them to resolve themselves.

► Align with global leadership. Collaborate with and report to the Operations Manager of MedHub.AI Israel, keeping Japan execution aligned with company-wide commercial priorities.

► Represent MedHub.AI externally. Attend and support MedHub.AI's presence at medical conferences and congresses across
Japan.

Qualifications

► Background in cardiology or physiology, ideally with direct exposure to FFR or interventional cardiology technology

► Proven sales leadership experience, or strong senior individual-contributor sales experience ready to step into management

► Comfortable managing and coaching a distributed field team across Japan

► Established relationships with physicians/KOLs in Japan's cardiology field are a strong advantage

► Native Japanese and business-level English

Annual Compensation: JPY 9.0–10.5 million
(Depending on experience, skills, and qualifications)

Required Skills

We are looking for a highly motivated individual with strong commercial capabilities and solid experience in the cardiovascular field, experience in coronary physiology, particularly FFR/iFR, is essential, along with a good understanding of the clinical environment and healthcare market in Japan.
It would also be a significant advantage if the candidate has established relationships with physicians and a strong professional network within the cardiology community.
The ideal candidate should have a very good level of English, as the role requires regular communication with our global team.

Company Description