



Sales Manager – Japan

Job Information

Hiring Company

Flexicare Australia Pty Ltd

Subsidiary

Flexicare Japan K.K.

Job ID

1607439

Industry

Medical Device

Job Type

Permanent Full-time

Location

Japan

Salary

Negotiable, based on experience

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

August 25th, 2026 03:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Responsible for hospital sales of disposable medical devices, driving new business development, expanding existing customer accounts, and supporting distributors
- Able to facilitate product switches and acquire new customers by building relationships with healthcare professionals and procurement departments
- Able to contribute to business growth by understanding the Japanese market's competitive landscape and customer needs, and by implementing sales strategies and launching new products
- Based in Tokyo, in an environment where you can pursue sales results with autonomy while effectively engaging both

customers and distributors

【Job Responsibilities】

We are seeking an energetic and results-oriented Sales Manager to drive the growth of our disposable medical device portfolio across Japan. The successful candidate will be responsible for developing new business opportunities, managing key customer relationships, supporting distributor partners, and delivering sustainable sales growth within the hospital market.

This role is ideal for a highly motivated sales professional who enjoys working directly with healthcare customers and has a proven ability to influence clinical and procurement stakeholders.

The position will focus on expanding market share through direct hospital engagement and collaboration with distributor partners across key healthcare segments.

< Key Responsibilities >

1. Sales & Business Development

- Achieve annual and quarterly sales targets.
- Develop and execute territory sales plans.
- Identify and secure new business opportunities within hospitals and healthcare institutions.
- Expand existing accounts through product conversion and utilization projects.
- Build a strong sales pipeline and accurately forecast business opportunities.

2. Customer Relationship Management

- Develop relationships with:
 - Anaesthesiologists
 - Respiratory clinicians
 - Critical care teams
 - Operating theatre staff
 - Purchasing and procurement departments
- Conduct regular customer visits, presentations, and product demonstrations.
- Manage product evaluation and trial programs.

3. Distributor Support

- Work closely with distributor sales representatives to identify growth opportunities.
- Provide product training and commercial support.
- Conduct joint customer visits and business reviews.
- Monitor distributor performance and market activities.

4. Market Development

- Identify competitive opportunities and market trends.
- Gather customer feedback and communicate market intelligence to management.
- Support the launch of new products and marketing initiatives.

5. Reporting & Administration

- Maintain CRM records and customer activity reports.
- Provide monthly sales forecasts and business updates.
- Ensure compliance with company policies and healthcare industry regulations.

< Key Success Measures >

- Achievement of sales targets
- New customer acquisition
- Product conversion wins
- Account retention and growth
- Distributor engagement and performance
- Forecast accuracy
- Customer satisfaction

< Industry >

Medical Devices | Disposable Healthcare Products | Hospital & Distributor Sales

< Reports To >

National Sales Manager / Asia Pacific Director

【Employment Type】

Full-Time

【Salary】

Based on experience and skill level

【Working Hours】

In accordance with company regulations

【Work Location】

Tokyo, Japan

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills**【Required Qualifications】**

1. Education

- Bachelor's degree in business, Life Sciences, Nursing, Healthcare, or related field preferred.

2. Experience

- Minimum 3–5 years of medical device or healthcare sales experience.
- Proven success selling into hospitals or healthcare institutions.
- Experience with disposable medical devices or healthcare consumables preferred.
- Experience in anaesthesia, respiratory, critical care, ICU, surgical, or related clinical areas highly desirable.

3. Skills & Competencies

- Strong consultative selling and negotiation skills.
- Excellent communication and presentation skills.
- Ability to build long-term customer relationships.
- Results-driven with strong commercial acumen.
- Self-motivated and able to work independently.
- Strong organizational and time-management skills.

4. Language Requirements

- Native or fluent Japanese.
- Business-level English preferred.

【What We Are Looking For】

The ideal candidate will be a proactive medical device sales professional who enjoys being in front of customers and identifying growth opportunities. They will be comfortable working in a dynamic environment, managing both direct customer relationships and distributor partnerships, and delivering measurable commercial results across the Japanese healthcare market.

【Recruiter Snapshot】

Sales Manager – Japan

International medical device company seeking a high-performing Sales Manager to grow its disposable medical device business across Japan. The role involves direct hospital sales, distributor management, key account development, product evaluations, and business development. Ideal candidates will have 3–5+ years of medical device sales experience, strong hospital networks, and a track record of exceeding sales targets within the Japanese healthcare sector. Native Japanese language skills are essential, with English proficiency preferred.

Company Description