【外資系メーカー】プロダクトマネージャー｜Global Marketing

日本では希少な Global Marketingポジション

Job Information

Recruiter
Morgan McKinley

Job ID
1623296

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 6 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

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グローバルに事業を展開する**科学機器メーカー**にて、製品戦略の立案から開発、ローンチ、P&L管理まで幅広く担う**プロダクトマネジメント**ポジションです。

採用職位は、これまでの経験・実績に応じてプロダクトマネージャーから**シニアプロダクトマネージャー**まで柔軟に検討します。

日本にいながらGlobal Marketingの一員として、R&Dや営業など国内外の関係部門と連携し、グローバルな製品戦略とビジネス成長を推進できます。

主な職務内容

- **製品戦略・技術ロードマップの策定：** R&D、営業、マーケティング、サプライチェーンなど各部門と連携し、製品戦略や技術ロードマップを策定・推進
- **市場・競合分析：** 市場動向、顧客ニーズ、競合情報を分析し、新製品の企画や新たなビジネス機会を特定
- **事業収益管理：** 製品ラインの損益（P&L）を管理し、売上成長、利益率改善、価格戦略、コスト管理を推進
- **事業計画・投資提案：** 新製品開発や既存製品の機能強化に向けたロードマップ、事業計画、投資提案を策定
- **製品ライフサイクル管理：** 製品の企画・開発から発売、市場投入後のパフォーマンス評価まで一貫して管理
- **製品開発の推進：** 顧客・市場の声を製品仕様や開発優先順位に反映し、R&Dチームと連携して開発を推進

Join a global technology company specialising in **scientific instruments, advanced industrial solutions and digital innovation** as a **Global (Senior) Product Manager** based in Tokyo, Japan.

This permanent opportunity offers the chance to lead **global product strategy, technology roadmap development, product lifecycle management and commercial growth** within a sophisticated scientific and industrial technology business.

You will take responsibility for shaping the direction of scientific instrument products, working across the entire product lifecycle from initial concept and development through to market launch, commercial performance evaluation and future product enhancements.

A central part of the role involves collaborating with **Research & Development (R&D), Sales, Marketing and Supply Chain teams** to define product strategies and technology roadmaps that support customer requirements and long-term business objectives.

You will analyse **market trends, customer needs, competitor activities and commercial performance** to identify new product opportunities, guide development priorities and strengthen the company's competitive positioning.

The position also involves responsibility for **product-line profit and loss (P&L) management**, including revenue growth, margin improvement, pricing strategy and cost management.

Working closely with technical and commercial stakeholders, you will develop **product roadmaps, business plans and investment proposals** to support new product development and enhancements to existing scientific instruments.

You will translate customer feedback and market insights into **product specifications, technical requirements and R&D development priorities**, helping ensure that new technologies address practical customer and business needs.

The role requires effective coordination with **global and regional stakeholders**, providing exposure to international product strategy discussions and cross-functional business decision-making.

You will also contribute to **product launches, release planning, go-to-market execution and post-launch performance assessment**, ensuring that products are positioned for sustainable commercial success.

This is an excellent opportunity for an experienced professional in **scientific instrument product management, industrial technology product planning, B2B product strategy or global portfolio management** who wants to take on broad commercial and technical responsibility.

The position also offers potential long-term progression towards **Senior Manager or Director-level responsibilities**, including opportunities to manage multiple product lines or a broader product portfolio.

Key Responsibilities

- Develop and execute **global product strategies and technology roadmaps** for scientific instruments and related industrial technology solutions.
- Collaborate with **R&D, Sales, Marketing, Supply Chain and other functional teams** to align product development with business objectives.
- Analyse **market trends, customer requirements, competitor intelligence and commercial performance** to identify new product and business opportunities.
- Take responsibility for **product-line P&L management**, supporting revenue growth, profitability and sustainable business performance.
- Develop and optimise **pricing strategies, margin improvement initiatives and cost management approaches**.
- Create **product roadmaps, business plans and investment proposals** for new product development and existing product enhancements.
- Manage the **complete product lifecycle**, from concept development and product planning through to launch and post-launch performance evaluation.
- Translate **customer feedback, market intelligence and commercial requirements** into product specifications and development priorities.
- Work closely with **R&D and technical teams** to define product requirements and guide engineering development activities.
- Coordinate **new product launches, release schedules and go-to-market planning** with relevant commercial stakeholders.
- Evaluate product performance and identify opportunities for **portfolio optimisation, feature improvements and commercial growth**.
- Lead **cross-functional product development and business initiatives**, ensuring alignment across technical, operational and commercial teams.
- Collaborate with **global and regional stakeholders** to support product strategy execution and international business priorities.
- Contribute to strategic decisions concerning **product investment, market positioning and long-term portfolio**

development.

Required Skills

必須条件 経験・資格：

- **実務経験：** 科学機器、産業機器、製造、イメージング、顕微鏡などのB2Bテクノロジー領域における、プロダクトマネジメント・製品企画・事業管理のいずれかの経験8年以上
- **製品戦略・開発経験：** R&Dチームと連携した製品要件定義、技術ロードマップの策定、開発優先順位の設定経験
- **製品ライフサイクル管理：** 製品ローンチ、リリース計画、製品ライフサイクル全体の管理経験

ソフトスキル：

- **分析力・課題発見力：** 市場動向、顧客ニーズ、競合情報、事業パフォーマンスを分析し、課題や改善機会を特定する能力
- **プロジェクトマネジメント力：** 部門横断型のプロジェクトを主体的にリードし、関係者と連携しながら目標達成に導く能力
- **オーナーシップ・主体性：** 強い当事者意識を持って自ら考え行動し、変化の速い環境にも柔軟に対応できる力

語学力：

- **日本語：**上級ビジネスレベル以上
- **英語：**ビジネスレベル以上

歓迎条件

- 製品ラインのP&L管理、または製品ポートフォリオ戦略の経験
- セールスイネーブルメント、プロダクトマーケティング、Go-to-Market活動の経験
- 新製品開発、ステージゲートプロセス、製品ライフサイクル管理の知識・経験

採用企業について
外資系科学機器メーカー。

高度な科学技術とデジタルイノベーションを融合し、科学機器や産業向けソリューションを世界各国に展開。最先端の技術力を強みに、幅広い産業分野の発展とイノベーションを支えています。

この求人がおすすめの理由

- **Global Marketing領域の希少なポジション：** 日本にいながらグローバルマーケティングに携われます。
- **幅広い裁量と責任：** 製品戦略の立案から技術ロードマップ、P&L管理、製品ローンチまで、幅広い領域を主体的に推進できます。
- **部門横断的なビジネス経験：** R&D、営業、マーケティング、オペレーションなど、多様な部門と連携しながらビジネス全体を動かす経験を積めます。
- **国際的な協業環境：** グローバルおよびリージョナルのステークホルダーと協働し、国際的なビジネス環境で専門性を高められます。
- **将来のキャリアアップ：** 将来的には複数の製品ラインや製品ポートフォリオを担当し、Senior ManagerやDirectorへのステップアップを目指せます。
- **柔軟な働き方：** リモートワークやフレックスタイム制を利用できます。

Required Skills and Qualifications **Experience:**

- **8+ years of professional experience** in product management, product planning or business management within **scientific instruments, industrial equipment, manufacturing, imaging, microscopy or other B2B technology sectors**.
- Experience working closely with **R&D teams** to define product requirements and support technical product development.
- Demonstrated experience developing **technology roadmaps and product development priorities**.
- Practical experience managing **product launches, release planning and product lifecycle activities**.
- Strong ability to analyse **market trends, customer requirements, competitor intelligence and business performance**.
- Understanding of **B2B product development processes and the commercial considerations associated with technology products**.
- Ability to translate **market insights and customer feedback into actionable product requirements and business priorities**.
- Experience coordinating activities across **technical, commercial and operational functions**.
- Capability to support strategic product decisions through **structured business analysis and commercial evaluation**.

Soft Skills:

- Strong **project management skills** and the ability to lead complex, cross-functional initiatives.
- Excellent **stakeholder management and communication skills** across technical and commercial teams.
- High level of **ownership, initiative and accountability** for product and business outcomes.
- Ability to adapt effectively within a **fast-changing technology and business environment**.
- Strong **analytical thinking, commercial judgement and strategic problem-solving abilities**.
- Collaborative leadership style suited to working with **R&D, Sales, Marketing and Operations teams**.
- Ability to balance **customer needs, technical feasibility and commercial priorities** when making product decisions.

Language Requirements:

- **Japanese:** Fluent business communication skills required for effective collaboration with domestic stakeholders and customers.
- **English:** Fluent business communication skills required for working with global and regional teams and participating in international product strategy discussions.

Preferred Skills & Qualifications

- Direct experience managing **product-line profit and loss (P&L)**.
- Experience developing or executing **product portfolio strategies** across multiple products or technology categories.

- Background in **sales enablement, product marketing or go-to-market (GTM) activities** .
- Experience supporting **new product development (NPD)** and coordinating product innovation programmes.
- Knowledge of **stage-gate development processes** used to manage product development and commercialisation.
- Advanced understanding of **product lifecycle management (PLM)** and long-term product portfolio optimisation.
- Experience working with **international product teams or global technology stakeholders** .
- Familiarity with **scientific instruments, imaging technologies, microscopy or industrial B2B equipment markets**.

About the Company
Our client is a **global technology company** combining advanced scientific expertise with digital innovation to deliver sophisticated **scientific instruments and industrial solutions** to customers worldwide.

The organisation operates internationally, developing technology-driven products and solutions that support a broad range of scientific and industrial applications.

Its business brings together **scientific research, engineering, product development and commercial expertise** to address evolving customer needs and technological challenges.

The company places strong emphasis on **product innovation, technology development and strategic market positioning**, creating opportunities for product managers to influence both technical direction and commercial performance.

Product management plays an important role in connecting **customer requirements, R&D priorities, market opportunities and business growth objectives** across the organisation.

Through collaboration with **global and regional stakeholders** , the company supports internationally coordinated product development and commercial strategies.

Joining this organisation offers the opportunity to contribute to **advanced scientific technologies and digital innovation** , while developing expertise in global product leadership and international business management.

Why You'll Love Working Here
- Join a **globally established scientific and industrial technology company** operating at the intersection of advanced science and digital innovation.
- Take ownership of **global product strategy and technology roadmap development** .
- Influence the direction of **scientific instrument products and advanced B2B technology solutions** .
- Manage the **complete product lifecycle**, from initial concept and development through to market launch and performance evaluation.
- Gain broad commercial responsibility through **product-line P&L, pricing strategy, profitability improvement and cost management**.
- Work closely with **R&D, Sales, Marketing, Supply Chain and Operations teams** .
- Contribute to **new product development, investment planning and international go-to-market initiatives** .
- Collaborate with **global and regional stakeholders** in an internationally connected business environment.
- Develop valuable experience in **product portfolio strategy, commercial decision-making and cross-functional leadership**.
- Benefit from **remote working and work-from-home arrangements** .
- Enjoy **flexible working hours through a flextime system** .
- Work in a **casual dress environment**.
- Gain exposure to a distinctive **global marketing and product management opportunity** within the scientific technology sector.
- Build towards potential **Senior Manager or Director-level career progression** .
- Develop opportunities to manage **multiple product lines or a broader product portfolio** as your career progresses.
- Establish a long-term career in **global product management, scientific instruments and B2B technology** through a permanent position in Tokyo.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。