



Country Representative (Japan)

International Startup for Japan

募集職種

採用企業名

VentureBlick

求人ID

1461804

業種

医療機器

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2024年05月08日 02:00

応募必要条件

職務経験

10年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

流暢

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Your role

- Provide VentureBlick with the proper guidance necessary in order to begin conducting its business within Japan
- Conduct research, including but not limited to desktop research, interviews, or focus groups to understand market opportunities, competitive landscape, and challenges
- Propose key strategies, business models, execution roadmaps, and partnerships based on the key insights from the research
- Ensure the successful launch and implementation of the global platform/projects in the country, complying with local laws and regulations, and continuously drive growth
- Understand the local market needs, competitive landscape, and potential customer segments; develop and execute proper go-to-market strategy and action plans
- Create infrastructures, systems, and processes to streamline operations and improve productivity

- Drive relationships with key external stakeholders in the country, e.g., investors, government bodies, partners, startup communities, etc.
 - Lead other business or engagement activities in the country as the company evolves, including but not limited to fundraising, M&A, and strategic partnerships, etc.
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スキル・資格

Who you are

- Fluency in both Japanese and English is absolutely critical
- Bachelor's Degree from a leading university, Master's degree in Business Administration or related field is preferred
- Strong background in working at multinational medical device or pharmaceutical companies is essential
- Prior track record of serving as the general manager of at least one business unit
- Past experience as the first employee entering into a new market would be a big plus
- A deep understanding of the regulatory environment, startup community, cultural nuance, and consumer behavior in Japan
- Proven leader with a 'hands-on' approach who is able demonstrate tenacity and resourcefulness
- Exceptional communication, presentation, and critical thinking skills

What we offer

- The chance to work with a group of reputable and experienced leaders with proven success record
 - Be part of an international and dynamic team with a diversified background
 - A unique company culture built around respect, transparency, empowerment, and fun
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会社説明