

MichaelPage

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Product Manager (Medical Equipment)

Empower Care Through Innovation

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1561069

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

700万円 ~ 800万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2025年10月08日 18:18

応募必要条件

職務経験

1年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

This role bridges product expertise and field execution - combining hands-on product demonstrations, distributor enablement, and market insight development to accelerate business growth. Acting as the local link to global product management, you'll ensure Japan's market voice is reflected in product strategy, development, and commercialization.

Client Details

Our client is a global medical technology company specializing in patient handling, hygiene, and therapeutic solutions designed to improve mobility and quality of life for patients and caregivers. With a strong commercial footprint in Japan and a commitment to high clinical and ethical standards, the company continues to invest in distributor excellence, localized marketing, and innovation-driven care environments across hospitals and long-term care facilities.

Description

- Lead in-market engagement (~67%) by conducting customer-facing activities including demonstrations, product training, and co-visits with distributor sales teams.
- Develop and manage distributor engagement and growth strategies across assigned product categories.
- Collaborate with senior leadership to analyze market insights and design Go-to-Market (G2M) plans that expand market share.
- Translate global product strategy into actionable local marketing and tactical plans.
- Support profitable growth through increased sales volume, revenue, and end-to-end margins.
- Partner with Global Product Management on development, QRC, and product release processes.
- Ensure compliance with local safety, QA, and ISO9001 standards in all operational aspects.

Job Offer

- Competitive compensation with performance-based bonus.
- Opportunity to represent Japan in a global organization and collaborate cross-functionally with regional and HQ teams.
- Comprehensive social benefits and structured training programs.
- Strong sense of purpose - improving safety, dignity, and mobility in healthcare environments.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sara Loh on +813 6832 8915.

スキル・資格

- 5+ years' experience in product management, marketing, or clinical sales within the healthcare or medical devices industry.
- Proven success in distributor management, field training, or clinical demonstration roles.
- Strong communication skills, with the ability to engage confidently with both internal teams and external stakeholders (medical engineers, nursing staff, etc.).
- Fluent in Japanese; business-level English for communication with APAC and global teams.
- Outgoing, hands-on, and passionate about patient safety and product excellence.
- Physically fit and willing to travel (domestic and international, ~20%).

会社説明

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