



Morgan
McKinley

【外資系医療機器メーカー】市場開拓マネージャー | メンズヘルス領域

日本市場の開拓を主導し、事業戦略と臨床現場の両面から医療の進歩に貢献

募集職種

人材紹介会社
モーガン・マッキンリー

求人ID
1618817

業種
銀行・信託銀行・信用金庫

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
2026年10月21日 22:11

応募必要条件

職務経験
6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
ネイティブレベル

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

マーケットディベロップメントマネージャーとして、日本市場におけるメンズヘルス領域の市場開拓と、革新的な医療機器の普及を推進するポジションです。

市場戦略の立案から医師への臨床支援、保険適用に向けた取り組みまで幅広く担当し、新たな治療法の普及と事業成長を目指します。

グローバル経営層と連携しながら、日本の医療現場に新たな選択肢を届け、患者のQOL向上に貢献できる仕事です。

主な職務内容

- 日本全国を対象とした市場開拓戦略の立案・実行
- 市場規模、顧客セグメント、競合動向を分析し、新たな事業機会を特定
- 海外チームと連携し、営業戦略資料、価格設定の枠組み、マーケティングツールを整備

- 病院での処置・手技に際し、医師や手術チームに直接的な臨床支援を提供
- 薬事・関連部門と連携し、全国規模の公的医療保険適用に向けた方策を検討・推進
- 主要な専門医、病院管理者、医療スタッフとの関係構築
- 市場浸透率、導入状況、売上予測を追跡・分析し、経営層に定期報告

Join a global **medical device and healthcare technology company** as a Market Development Manager, leading commercial growth and clinical adoption of innovative **men's health medical devices** across Japan.

Based in Tokyo, you will develop and execute nationwide market development strategies to expand access to specialised men's health treatments. Combining **commercial strategy, market analysis, healthcare marketing and clinical engagement**, you will identify growth opportunities and support the adoption of advanced medical technologies in Japanese hospitals.

You will collaborate with international commercial teams, physicians, surgical teams, hospital administrators and regulatory specialists to strengthen market access, develop effective sales strategies and explore national health insurance reimbursement opportunities.

This is an excellent opportunity for an experienced **Medical Device Market Development or Healthcare Commercial Strategy professional** to take ownership of Japan-wide growth initiatives while helping improve patient outcomes and quality of life.

Key Responsibilities

- Develop and execute **nationwide market development strategies** to expand access to men's health medical devices and specialised treatments across Japan.
- Conduct **market sizing, customer segmentation and competitor analysis** to identify new commercial opportunities and prioritise growth initiatives.
- Partner with international commercial teams to develop **sales playbooks, pricing frameworks and marketing tools** tailored to the Japanese healthcare market.
- Provide direct clinical support to physicians and surgical teams during in-hospital procedures involving the company's medical technologies.
- Collaborate with regulatory specialists to explore and secure **national health insurance reimbursement pathways** for relevant treatments and devices.
- Establish and maintain strong relationships with **key opinion leaders (KOLs), surgeons, hospital administrators and clinical staff**.
- Work with internal and external stakeholders to strengthen clinical adoption and expand the company's presence across Japanese healthcare institutions.
- Monitor **market penetration, product adoption rates and sales forecasts** to assess business performance and identify opportunities for improvement.
- Prepare and present regular commercial performance updates, market insights and strategic recommendations to senior leadership.
- Balance long-term market development planning with hands-on commercial and clinical activities to support successful execution across Japan.

スキル・資格

必須条件 経験・資格：

- 医療機器・ヘルスケアテクノロジー業界での実務経験 5年以上
- 市場開拓、事業戦略、またはマーケティング分野での実績
- 日本全国を対象とした事業施策の管理・拡大経験
- 日本の病院における購買プロセスおよび公的医療保険制度に関する知識
- 経営学、ライフサイエンス、看護学、工学など関連分野の学士号

ソフトスキル：

- 全体戦略を考える視点と、日々の実務を着実に進める実行力
- データや財務分析に基づく意思決定力
- 医療分野の経営層や外科医と信頼関係を築くコミュニケーション能力
- 厳格な規制環境において、倫理観を持って業務を遂行する姿勢

語学力：

- 日本語：ネイティブレベル
- 英語：ビジネスレベル

歓迎条件

- MBAや関連分野の修士号歓迎

採用企業について

専門性の高い医療課題の解決を目指し、革新的な医療ソリューションを開発・提供するグローバル医療機器メーカーです。

メンズヘルス領域を含む、専門的な治療を支える医療機器を展開しています。

この求人をおすすめの理由

- 日本の重要な医療市場の開拓を主導できる

- ・ メンズヘルス領域の事業に携われる
- ・ グローバル経営層との接点が多く、海外出張の機会もある
- ・ 事業戦略と医療現場での臨床支援の両方に携われる
- ・ 最先端の医療技術を通じて、患者のQOL向上に貢献できる
- ・ リモートワーク可、フレックスタイム制度あり
- ・ 年収1,100万円～応相談

転職のご相談もお気軽にどうぞ。

Required Skills and Qualifications **Experience:**

- ・ **5+ years of commercial experience in the medical device or healthcare technology industry .**
- ・ Proven success in **market development, business strategy or commercial marketing** within healthcare.
- ・ Experience managing and expanding commercial initiatives across Japan.
- ・ Strong understanding of **Japanese hospital procurement processes and national health insurance reimbursement systems.**
- ・ Experience analysing market opportunities, customer segments, competitor activity and commercial performance.
- ・ Experience collaborating with healthcare professionals, hospital stakeholders and cross-functional business teams.
- ・ Bachelor's degree in **Business, Life Sciences, Nursing, Engineering** or a related field.

Soft Skills:

- ・ Strong strategic thinking combined with a practical, hands-on approach to day-to-day commercial activities.
- ・ Excellent analytical and financial decision-making skills, with the ability to turn market data into actionable business recommendations.
- ・ Confident communication and relationship-building skills when engaging **senior healthcare leaders, surgeons and clinical professionals.**
- ・ Ability to build trust and influence stakeholders across medical, commercial and regulatory functions.
- ・ High professional integrity and a strong commitment to **ethical conduct and compliance within regulated healthcare environments.**
- ・ Strong organisational skills and the ability to manage nationwide initiatives while balancing strategic and operational priorities.

Language Requirements:

- ・ **Japanese:** Native level.
- ・ **English:** Business level for collaboration with international teams and global leadership.

Preferred Skills & Qualifications

- ・ **MBA or an equivalent advanced graduate degree .**
- ・ Experience developing market access strategies for specialised medical devices or clinical therapies.
- ・ Familiarity with the commercialisation of innovative treatments in the Japanese healthcare market.
- ・ Experience working with international medical device teams on pricing, marketing and sales enablement.
- ・ Exposure to clinical adoption initiatives involving physicians, surgeons and hospital stakeholders.
- ・ Experience presenting market development strategies and commercial performance to global leadership.

About the Company

Our client is a **global medical technology manufacturer** specialising in the development and delivery of innovative healthcare solutions.

The company's portfolio includes advanced medical devices designed to address complex clinical challenges, with a particular focus on **specialised therapies and men's health technologies**.

Through its commitment to healthcare innovation, the organisation supports medical professionals in delivering effective treatments that improve patient outcomes and quality of life.

With an international business environment and a focus on specialised clinical solutions, the company offers opportunities for commercial professionals to contribute to meaningful advances in healthcare.

Why You'll Love Working Here

- ・ Take on a **high-impact market development leadership role** shaping the future of specialised men's health treatments in Japan.
- ・ Lead **nationwide commercial growth and market expansion initiatives** for an innovative medical device portfolio.
- ・ Work with **cutting-edge medical technologies** that can significantly improve patients' quality of life.
- ・ Combine executive-level commercial strategy with hands-on clinical engagement and meaningful patient impact.
- ・ Gain **high visibility with global leadership teams** and opportunities to influence international business priorities.
- ・ Benefit from **regular international travel** and collaboration with overseas commercial and leadership teams.
- ・ Build strong professional relationships with leading surgeons, clinical specialists and healthcare decision-makers.
- ・ Enjoy **remote and work-from-home options** to support flexible working arrangements.
- ・ Benefit from **flex-time options** for improved work-life balance.
- ・ Receive a competitive annual compensation package of **¥11M-¥14M.**

Don't Miss Out - Apply Now!

会社説明

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。