



【外資系医療機器メーカー】リージョナルブランドマネージャー | 血管領域

大動脈疾患の血管内治療に用いる医療機器のマーケティングを担っていただきます。

募集職種

人材紹介会社
モーガン・マッキンリー

求人ID
1618818

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 22:21

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

世界有数の医療機器メーカーで、大動脈疾患の血管内治療に用いる医療機器のマーケティングを担うポジションです。

日本市場のマーケティング戦略やブランド計画の立案から、製品の市場投入、販売促進まで幅広く担当。国内の医師や医療現場の声をグローバルの研究開発や新製品設計につなげます。

製品の上市から収益管理まで一貫して携わり、革新的な医療技術を通じて患者の治療成果の向上に貢献できます。

主な職務内容

- 日本市場における大動脈領域の医療機器のマーケティング戦略・ブランド計画の立案と実行
- 血管外科医や病院スタッフから意見を収集し、グローバルの研究開発や新製品設計に反映
- 営業トレーニング、販促資料の作成、薬事対応を含む製品上市プロセス全体を推進
- 主要な医師、大学教授、国内の関連学会との関係構築

- 国内外のチームと連携し、製品価格、売上予測、在庫、収益性を管理

Join a leading global **medical device manufacturer** as a Regional Brand Manager, taking ownership of product marketing, brand strategy and commercial growth for an innovative portfolio of **aortic and endovascular medical devices** in Japan.

Based in Tokyo, you will develop and execute marketing strategies for life-saving vascular technologies, working closely with vascular surgeons, hospital teams, commercial stakeholders and global product development specialists.

You will lead **product launches, brand positioning, sales enablement and commercial planning**, while providing valuable Japanese market insights to global engineering and business teams.

This position combines strategic marketing leadership with hands-on product management, including pricing, sales forecasting, inventory coordination and profitability management.

It is an excellent opportunity for an experienced **Medical Device Brand Manager or Product Marketing professional** with vascular, endovascular or interventional cardiology experience to shape Japan's aortic device market and contribute to improved patient outcomes.

Key Responsibilities

- Develop and execute **regional marketing strategies and brand plans** for aortic and endovascular medical devices across Japan.
- Lead product positioning and commercial initiatives to strengthen brand performance and drive revenue growth.
- Gather feedback from **vascular surgeons, physicians and hospital teams** to inform global research, product development and new device designs.
- Manage end-to-end **product commercialisation and new product launches**, including sales training, promotional materials and regulatory launch planning.
- Establish and maintain trusted relationships with **key opinion leaders (KOLs), leading physicians, academic professors and national clinical societies**.
- Collaborate with local sales teams, regulatory specialists and global stakeholders to support successful product introductions.
- Oversee **product pricing, sales forecasts, inventory levels and portfolio profitability** in partnership with local and global teams.
- Analyse clinical and commercial market developments to identify opportunities for product growth and brand differentiation.
- Translate Japan-specific clinical requirements and market feedback into actionable recommendations for global engineering and business leaders.
- Coordinate cross-functional projects to ensure marketing activities, product launches and commercial priorities remain on schedule.

スキル・資格

必須条件 経験・資格：

- 医療機器・ヘルスケア業界におけるマーケティングまたは製品管理の実務経験 7年以上
- 血管、血管内治療、またはインターベンショナル・カーディオロジー領域の医療機器に関する実務経験
- 売上成長につながる新製品の上市を主導した実績
- 経営学、マーケティング、ライフサイエンス、工学などの関連分野の学士号
- 国内外への出張が可能なこと（業務時間の最大35％）

ソフトスキル：

- 長期的な目標と、臨床・市場の急速な変化を踏まえた戦略的思考力
- 直接の指揮命令権がなくても、営業、薬事、グローバルチームなどの関係者を巻き込み、協働を推進する能力
- 売上目標の達成に責任を持ち、複雑なプロジェクトを計画どおりに進める実行力
- 多様なメンバーと協力し、患者への貢献を重視する環境でチームワークを発揮できること

語学力：

- 日本語：流暢（読み書き・会話）
- 英語：ビジネスレベル

歓迎条件

- MBA、ライフサイエンス分野の修士号、または医療系の学位
- 日本の腹部・胸部大動脈ステントグラフト市場に関する専門知識
- 日本の医療機器償還制度やPMDAの薬事承認プロセスに関する知識・経験

採用企業について

外資系医療機器メーカー。

高性能で、患者の命を救う医療ソリューションの開発で知られるグローバル企業です。

豊富な臨床知見と、患者や人を大切にする企業文化を基盤に、医療の質と患者の治療成果の向上に取り組んでいます。

この求人のおすすめの理由

- 世界的な医療機器メーカー
- 血管領域の経験を活かせる製品マーケティング職
- 大動脈領域の専門性を深められる
- 医師や医療現場の声をグローバルの研究開発・製品設計につなげられる
- 製品の上市から価格・収益管理まで幅広く携われる
- 患者の命を救う先進的な医療技術の普及に貢献できる

転職のご相談もお気軽にどうぞ。

Required Skills and Qualifications **Experience:**

- **7+ years of commercial marketing or product management experience in the medical device or healthcare industry.**
- Hands-on commercial experience in **vascular, endovascular or interventional cardiology medical device markets.**
- Proven track record of leading successful **medical device product launches** that delivered measurable revenue growth.
- Experience developing and executing brand strategies, product marketing plans or commercial growth initiatives.
- Experience working with physicians, hospital stakeholders, sales teams and cross-functional business partners.
- Understanding of product pricing, sales forecasting, inventory management and commercial performance.
- Bachelor's degree in **Business, Marketing, Life Sciences, Engineering** or a related discipline.
- Willingness and ability to travel domestically and internationally **up to 35% of the time.**

Soft Skills:

- Strong strategic thinking, with the ability to balance long-term business objectives against changing clinical and market conditions.
- Ability to influence colleagues across sales, regulatory and global teams without direct reporting authority.
- Strong personal accountability for achieving revenue targets and delivering complex projects on schedule.
- Excellent relationship-building and communication skills when working with medical professionals and international stakeholders.
- Collaborative mindset and ability to work effectively with diverse teams in a supportive, mission-driven environment.
- Strong organisational and prioritisation skills to manage multiple commercial and product initiatives.

Language Requirements:

- **Japanese:** Fluent level, including professional speaking and writing skills for communication with Japanese physicians and healthcare stakeholders.
- **English:** Business level for collaboration with global headquarters and international teams.

Preferred Skills & Qualifications

- **MBA, master's degree in Life Sciences, clinical degree** or another relevant advanced qualification.
- Direct knowledge of the **Japanese abdominal aortic and thoracic aortic stent graft markets**.
- Experience with **Japanese medical device reimbursement systems.**
- Familiarity with **PMDA regulatory pathways** for medical device approvals and product launches.
- Experience working closely with global engineering or research and development teams on medical device innovation.
- Established professional relationships with vascular surgeons, academic medical specialists or relevant clinical societies in Japan.

About the Company

Our client is a **leading global medical device manufacturer** recognised for developing high-performance healthcare technologies that help save lives and improve patient outcomes.

With a strong foundation in clinical science, the organisation develops innovative medical solutions that support healthcare professionals in delivering effective treatments.

The company maintains a trusted position in the international medical device industry and combines its focus on scientific innovation with a **people-first, collaborative workplace culture**.

Employees benefit from an environment that values mutual trust, professional ownership and long-term career development while contributing to meaningful advances in healthcare.

Why You'll Love Working Here

- Take **commercial ownership of life-saving aortic and endovascular medical devices** used to support critical patient treatments.
- Lead **brand strategy, product launches and portfolio growth** in Japan's specialised vascular device market.
- Contribute to improved patient outcomes through innovative medical technologies and clinical collaboration.
- Gain **international exposure** by directly influencing global engineering, product development and business leaders.
- Work closely with leading vascular surgeons, physicians and academic medical specialists.
- Join an established **global medical device industry leader** with a supportive, people-focused culture built on mutual trust.
- Enjoy **high internal visibility** and opportunities for long-term career advancement in Japan.
- Benefit from **remote and work-from-home options** to support flexible working arrangements.
- Enjoy **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。