https://jobs.ua/job-national-manager-3848469

Ваш надійний помічник

National Manager, 166000 грн.

Київ, 3 липня 2025

Компанія: Instalimb Inc, Japan (https://jobs.ua/company/id/1640701) (Всі вакансії)

Рубрики: Офісний персонал

Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	від двох років
Графік роботи:	повний робочий день

Опис вакансії

Job Description – National Manager (Ukraine)

Affiliation:Japan Instalimb Inc, Room6, Center of Garage, 1-16-3 Yokokawa, Sumida ward, 130-0003, Tokyo, Japan

Phone: ...56
Location: Ukraine (Based in Kyiv or Lviv)

1. About Instalimb

Instalimb Inc. is a startup founded in Japan that pioneers the development and deployment of 3D printing and AI technologies in the field of prosthetics. Since our founding in 2019, our mission has been to deliver prosthetic limbs that are faster, more affordable, and more comfortable to all who need them.

We are not merely a prosthetic manufacturer — our goal is to build sustainable medical infrastructure through the transfer of digital fabrication technologies and support for local partners via training and capacity building.

In Ukraine, we are implementing a digital prosthetic limb technology transfer project in collaboration with international organizations and local institutions, to support individuals who have lost limbs due to war, injuries, disabilities, or diabetes.

This position plays a key role not only in executing this mission, but also in laying the foundation for possible future expansions such as clinical services. As a core member of our global team, the selected candidate will contribute to delivering social impact at the intersection of cutting-edge technology and humanitarian aid.

2. Position Overview

The National Manager (Ukraine) will lead the deployment and execution of Instalimb's digital prosthetic manufacturing technologies and international projects in Ukraine.

The primary responsibility is the development and execution of the business solution — the rollout and localization of digital fabrication through partnerships with local hospitals, rehabilitation centers, and NGOs. Additionally, the position will play a strategic role in managing collaborative projects with international institutions and laying the groundwork for potential future clinical operations.

This role requires both business acumen and project management capabilities, especially in complex, multi-stakeholder, cross-border environments. The selected candidate will be officially affiliated with Instalimb Inc, Japan and stationed primarily in Kyiv or Lviv. Occasional overseas travel, including to India, is expected.

3. Key Responsibilities A. Business Development and Strategic Partnerships

- Develop relationships and manage agreements with international organizations, NGOs, hospitals, and government entities
- Support the business development of local licensees and assist in their commercial implementation
- Lead promotional activities and awareness-building efforts to support solution rollout

- Monitor and guide the commercial performance of local partners after technology transfer

B. Project Management and International Collaboration

- Plan and manage international cooperation projects with institutions such as UN agencies and humanitarian NGOs
- Manage project budgets, KPIs, and reporting requirements in collaboration with headquarters
- Serve as a liaison between local stakeholders and HQ, coordinating internal teams as needed
- Represent Instalimb in multi-party international projects and support decision-making processes

C. Solution Business Operations

- Oversee deployment and localization of 3D-printed prosthetic manufacturing processes
- Deliver training and provide technical supervision to local partner staff
- Implement and support Instalimb's digital tools, including Instalimb ONE
- Identify on-site technical challenges and propose improvements in coordination with the HQ

D. Future Clinical Business Operations

- Conduct feasibility assessments and strategic planning for future clinical operations in Ukraine
- Collaborate with HQ to investigate national insurance coverage, pricing models, and outreach strategy
- Develop local operational guidelines and manuals in anticipation of clinic rollout
- Plan and manage training programs for future clinical staff
- Collaborate with the global marketing team to develop and execute promotional campaigns

E. Team Management and Capacity Building

- Lead recruitment, training, and performance evaluation of local team members
- Monitor regional operations and ensure each team meets its targets
- Conduct regular performance reviews and team briefings
- Develop future managerial talent through coaching and mentoring
- Ensure proper maintenance of assets (eg, 3D printers) and enforce SOPs

F. Reporting and Compliance

- Submit regular reports to Instalimb HQ regarding business performance, risk, and KPIs
- Prepare and deliver formal documentation for international project stakeholders
- Ensure proper tracking of contract status, financials, and renewals
- Monitor client-side obligations related to asset use and lease conditions
- Coordinate with external consultants for compliance on labor, tax, and regulatory matters

4. Qualifications A. Required

- Minimum 3 years of managerial experience in business or project leadership roles
- Strong stakeholder coordination and communication skills
- Business-level fluency in English (spoken and written)
- Strong IT literacy (Excel, PowerPoint, Google Workspace, etc.)
- Willingness to travel internationally and work in multicultural environments
- High degree of autonomy and leadership capabilities

B. Preferred

- Background or interest in prosthetics, rehabilitation, healthcare, welfare, or technology sectors
- Proven track record of working with international organizations, NGOs, or healthcare stakeholders
- Experience in launching or scaling business operations, preferably in startups.

- Experience in hiring, training, and evaluating local staff
- Basic knowledge of 3D printing, CAD, or digital manufacturing tools
- Bilingual ability in Ukrainian and English, especially for medical and technical contexts

5. Employment Details A. Contract & Compensation

- Employment type: Full-time, renewable annually
- Employer: Instalimb Inc, Japan.
- Salary: **USD 4,000–6,000 per year** , depending on experience and qualifications
- Probation Period: 6 months (same conditions as regular employment)

B. Work Location & Travel

- Primary location: Kyiv or Lviv, Ukraine
- Travel: Short-term overseas travel to India or other partner countries may be required
- Paid Leave: In accordance with Ukrainian labor regulations

C. Affiliation & Reporting Line

- Legal affiliation: Instalimb India Pvt. Ltd.
- Reporting to:
  - Global Business Development Manager, or
  - Head of Global Licensing HQ

6. Application Process

Please send your CV and cover letter to **in.recruit@instalimb.com**

Application deadline: **July 13, 2025.**
Only shortlisted candidates will be contacted for an interview.

Контактна інформація

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