



Specialist in Business Development for an IP Law Firm

Dynamic intellectual property law firm

Job Information

Hiring Company

[Sonoda & Kobayashi Intellectual Property Law](#)

Job ID

1485662

Industry

Other (Consulting and Professional Services)

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shinjuku-ku

Train Description

Yamanote Line, Shinjuku Station

Salary

4.5 million yen ~ Negotiable, based on experience

Work Hours

フレックスタイム制 (コアタイムなし)

Holidays

土日祝日

Refreshed

July 8th, 2024 12:11

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are looking for a motivated professional willing to contribute to the international business development of a dynamic Japanese intellectual property law firm.

What you'll be doing:

You will be working with colleagues in our International Affairs Department to:

◆ Develop business opportunities and increase clients

- Prospect and identify new clients and key marketing/advertising partners;
- Negotiate, implement and manage the closing of new business;
- Organize and attend business trips and conferences to find new clients;
- Conceptualize and implement new strategies for business development;

◆ Client relations management

- Facilitate communication between international client companies and our firm;
- Discuss complex technical and legal issues arising from Japanese IP law with our clients both orally and in writing;
- Monitor client relationships;
- Review internal procedures so that they are in line with clients' needs and strategies;
- Negotiate with clients for services and fees;
- Draft IP related newsletters and presentations;
- Study IP laws of different jurisdictions;
- Organize/participate in Japanese IP law seminars for international clients;
- Gather and analyze data on patent filing activity in Japan and elsewhere; and
- Maintaining client database.

Required Skills**The ideal candidate will have the following profile**

- University degree.
- Background in business development or client relations management
- Alternatively knowledge of and experience in law or legal services (intellectual property is a strong plus)
- Organized, keen on details, independent, and motivated.
- Winning personality with excellent communication skills.
- Creative mindset with the ability to conceptualize and implement new ideas to improve our business.
- Open-minded and willing to work with different people from various cultural backgrounds.
- Be willing and motivated to go on business trips outside of Japan, mostly to the US and European countries (need to be able to travel to the US and EU without visa)
- Work experience: mid-level

Required language proficiency:

- English: Native level or business fluency
- Japanese: JLPT N2 or higher, or a strong commitment to learn
- Fluency in other languages such as Chinese, French, German, or other European languages is a plus.

Location:

Tokyo, Japan with the possibility of working from home.

What's in it for you:

At Sonoda & Kobayashi, we recognize the value of our employees and engage them as true partners in running our business. Our firm has over 25 years of experience in offering intellectual property services in Japan to a wide variety of companies from around the world. We pride ourselves on our culture of open communication towards our clients and within our firm. We are a company with an international outlook that values the expertise and opinions of our staff.

We offer a place in our small team at the International Affairs Department to help us develop business, manage client relations and much more.

While working from our office in Shinjuku will be necessary at times, and is often recommended, we offer the opportunity of working from home.

Come be a part of our team!

Company Description