



【Head of Business Development, Japan】

Hyper Growth Global B2B2C Company

Job Information

Recruiter

SPOTTED K.K.

Hiring Company

Global SaaS Company from Singapore

Job ID

1495062

Industry

Communication

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

18 million yen ~ 25 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

January 1st, 2025 05:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

About the Company

This client is an international tech company aggressively expanding in the Japanese Market.

After setting up an office in Japan, they are now looking for an experienced Head of Product, to spearhead the development and expansion of their innovative product offerings in Japan

Responsibilities

- Develop a key account management plan in line with the organizational strategy, aiding stakeholders in adopting the product.
 - Create monitoring tools aligned with business objectives.
 - Strengthen partnerships with key collaborators for growth and smooth operations.
 - Build and motivate a high-performing team, setting challenging goals and providing guidance.
 - Collaborate with the executive team in HQ for business alignment and competitive advantage.
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Required Skills

- 12+ years experience in business development, partnership development or similar in Japan.
 - Bilingual Japanese and English skills are a must
 - Strong relationship management skills with both Japanese and International stakeholders
 - Consulting background at a Big Four firm is an advantage
 - Extensive background in the B2C tech industry, and knowledge of Japan's regulatory and competitive landscape.
 - Strong digital mindset, resilience, and resourcefulness.
 - Effective cross-cultural communication, potentially with international or non-Japanese HQ experience, or experience working abroad
 - Proven success in growing businesses, especially in B2C digital startups, is a strong advantage.
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Company Description