



## Sales Engineer (Space Company or Tech)

### Job Information

**Recruiter**

Advisory Group K.K.

**Job ID**

1499509

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

5 million yen ~ Negotiable, based on experience

**Refreshed**

November 15th, 2024 07:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

This is a Business Development Specialist role within a Global Business Strategy Group. The role is highly cross-functional, requiring close collaboration with leadership across the organization (CEO, CTO, CFO, etc.) and international offices.

**Responsibilities:**

- **Strategy Development:** Formulate and execute business strategies, including industry creation activities like lobbying and economic analysis.
- **New Business Development:** Identify and develop new global business opportunities.
- **Global Coordination:** Enhance collaboration and communication between international offices.
- **Project Management:** Lead key projects, potentially managing accounts from initial planning to contract execution.
- **Stakeholder Management:** Facilitate discussions and align stakeholders with diverse perspectives.

**Qualifications:**

- 5+ years of experience in business development, technical sales, or project management within a B2B technical services environment, with a proven track record of handling large-scale projects and deals.
- Alternatively, 5+ years of experience as a business consultant with expertise in strategy development and implementation.

- Strong understanding of business strategy, team leadership, and operational design.
- Basic knowledge of mathematics and physics.
- Business-level fluency in Japanese and English.

**Preferred Qualifications:**

- Experience in the space industry, particularly with payloads, data, and communications.
- Advanced degree in aerospace engineering.
- Experience with government projects and international business.
- Familiarity with spacecraft subsystems and systems engineering.
- Understanding of public relations, legal affairs, and accounting.

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Company Description