



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

December 13th, 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.

Company Description