



Sr. Manager of Business Development, Mobility Vertical

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Job Information

Recruiter

Robert Half Japan Ltd.

Job ID

1503378

Industry

Other (IT, Internet, Gaming)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 14 million yen

Refreshed

November 13th, 2024 13:04

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Company Profile

- Renowned accelerator and venture capital firm with a big global presence with over 40 locations.

The Role

- Develop and implement growth strategies for the Mobility vertical, fostering partnerships and ensuring success.
- Plan and execute tailored sessions and activities for startups and stakeholders in the accelerator program.
- Cultivate and manage strong relationships with corporate clients, overseeing contract renewals and onboarding efforts.
- Forge connections with media, incubators, investors, and other strategic partners to expand the ecosystem.
- Manage outreach to mentors and advisors involved in the accelerator program.
- Plan and execute marketing campaigns and outreach activities to promote the program.

Your Skills

- Native Japanese speaker and business-level proficiency in English.
- Over 2 years of successful experience in consulting or strategic account management within the Automotive or Mobility sector.

- Passion for the startup ecosystem and entrepreneurship.
- Dedicated to catalyzing impactful change within leading Japanese corporations.
- Exceptional communication skills to engage effectively with stakeholders across all levels.
- Strong client facing & project management experience.

Location

Tokyo

Salary

12 - 13.5 million yen

Selling points

- Great culture around teamwork and intellectual curiosity within a diverse employee.
- Access to an international network and an entrepreneurial culture.
- Opportunity to build relationships and initiatives with MNCs and startups, ensuring career growth and support from a dedicated team.

Reference Number: 06940-0013110662

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Company Description

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With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

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