



## Sr. Manager of Business Development, Public Sector

**Renowned accelerator and venture capital**

### Job Information

#### Recruiter

Robert Half Japan Ltd.

#### Job ID

1503394

#### Industry

Internet, Web Services

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

12 million yen ~ 14 million yen

#### Refreshed

November 13th, 2024 14:14

### General Requirements

#### Minimum Experience Level

Over 6 years

#### 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

#### 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.

#### 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 Government Partnerships Team.
- Plan and execute startup sessions and programs for stakeholders.
- Build partnerships with government agencies, municipalities, and strategic partners, including media, incubators, and

investors.

- Support business development and client relationships within our network.
- Communicate with mentors and advisors from companies, VCs, and angel investors.
- Oversee government-related events.
- Lead marketing efforts for programs, coordinating partner and startup engagement campaigns (website, social media, press releases, trade shows).
- Connect startups with existing and prospective corporate partners.
- Represent the brand at relevant events to enhance awareness.

#### 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 Public Sector area.
- 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.

#### Salary

- 12,000,000 yen - 13,500,000 yen

#### Location

- Tokyo

Reference number : 06940-0013110664

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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.

Robert Half has been recognized as one of FORTUNE's "Most Admired Companies ®" for 25 consecutive years (February 2022).

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