

**【COO - Head of Japan】 International Robotics Startup** [Exclusive job](#)

## Job Information

**Recruiter**

SPOTTED K.K.

**Hiring Company**

Globally Expanding Robotics Startup

**Job ID**

1503428

**Industry**

Other (IT, Internet, Gaming)

**Company Type**

Small/Medium Company (300 employees or less) - International Company

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 20 million yen

**Refreshed**

November 13th, 2024 17:15

## General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Executive

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

## Job Description

This company is an innovative robotics startup known for its advanced tactile sensing technology. The company focuses on developing "vision-tactile" sensors that enable robots to mimic human touch, allowing near-human precision in handling and manipulating objects.

This is crucial for example when handling sensitive objects like thin glass or soft fruits, and unlocks new areas to automation that have severely struggled under labour shortage, but were lacking the right technology.

Despite the young age, their products are already used by major clients across food-processing, logistics and manufacturing.

On top of that, the company is now preparing to expand overseas, and is looking for a COO to head the Japan office.

### **Responsibilities**

- P&L responsibility to drive company profitability.
- Development and execution of business models and growth strategies.
- Management of overall business operations and administration.
- Formulation of business development plans and intellectual property strategies.
- Strategic planning and execution of new business initiatives.
- Identifying and building business partnerships and alliances.
- Building and maintaining relationships with stakeholders, including partners and collaborators.
- Overseeing the Japanese market within 1-2 years, as the successor for the current CEO in Japan.

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### **Required Skills**

- In-depth knowledge of industry trends in this technological domain.
- Proven experience in strategic planning, execution, and organization design as a business leader.
- Strong communication skills to negotiate and collaborate with various stakeholders.
- Passionate and tenacious in pursuing innovation and societal transformation.
- Native-level Japanese skills and business-level English proficiency or higher, to efficiently manage the international team

### **Preferred**

- Experience in formulating and executing management strategies, as well as corporate management in consulting firms or general trading companies.
- Prior CXO experience in a robotics startup.

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### **Company Description**