
**【COO - Head of Japan】 International Robotics Startup** 

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

January 22nd, 2025 18:00

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