



【Head of Business Development, Japan】

Hyper Growth Global B2B2C Company

募集職種

人材紹介会社

株式会社SPOTTED

採用企業名

Global SaaS Company from Singapore

求人ID

1495062

業種

通信・キャリア

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1800万円 ~ 2500万円

ボーナス

固定給+ボーナス

更新日

2024年11月19日 06:00

応募必要条件

職務経験

10年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

専門学校卒

現在のビザ

日本での就労許可が必要です

募集要項

About the Company

This client is an international tech company aggressively expanding in the Japanese Market.

After setting up an office in Japan, they are now looking for an experienced Head of Product, to spearhead the development and expansion of their innovative product offerings in Japan

Responsibilities

- Develop a key account management plan in line with the organizational strategy, aiding stakeholders in adopting the product.
 - Create monitoring tools aligned with business objectives.
 - Strengthen partnerships with key collaborators for growth and smooth operations.
 - Build and motivate a high-performing team, setting challenging goals and providing guidance.
 - Collaborate with the executive team in HQ for business alignment and competitive advantage.
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スキル・資格

- 12+ years experience in business development, partnership development or similar in Japan.
 - Bilingual Japanese and English skills are a must
 - Strong relationship management skills with both Japanese and International stakeholders
 - Consulting background at a Big Four firm is an advantage
 - Extensive background in the B2C tech industry, and knowledge of Japan's regulatory and competitive landscape.
 - Strong digital mindset, resilience, and resourcefulness.
 - Effective cross-cultural communication, potentially with international or non-Japanese HQ experience, or experience working abroad
 - Proven success in growing businesses, especially in B2C digital startups, is a strong advantage.
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会社説明