



## 【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

2025年01月01日 05:00

## 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.
- 

## 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.
- 

## 会社説明