

# GLBB Japan

Partnership Manager (Tokyo) ※Bilingual JP/EN

## 募集職種

### 採用企業名

株式会社GLBBジャパン

### 求人ID

1497130

### 業種

通信・キャリア

### 会社の種類

中小企業 (従業員300名以下) - 外資系企業

### 外国人の割合

外国人 少数

### 雇用形態

正社員

### 勤務地

東京都 23区, 港区

### 最寄駅

千代田線、 赤坂駅

### 給与

600万円 ~ 900万円

### 勤務時間

9:00 - 18:00 フレックスタイム制 週2日リモートワーク可能

### 休日・休暇

完全週休2日制 (土・日・祝)

### 更新日

2024年10月07日 17:42

## 応募必要条件

### 職務経験

1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 (英語使用比率: 75%程度)

### 日本語レベル

ビジネス会話レベル

### 最終学歴

高等学校卒

### 現在のビザ

日本での就労許可が必要です

## 募集要項

### 【About the Position】

We are seeking a Partnership Manager to drive strategic partnerships that accelerate corporate growth.

In this role, you will build and foster trust-based relationships with partner companies, enhancing the continuity and stability

of existing business operations. Additionally, you will be responsible for the overall activities involved in selecting and securing contracts with partner companies for new business ventures. Your mission will be to collaborate with partners to ensure smooth business operations, provide continuous service, and strengthen communication.

**[About GLBB Japan]**

At GLBB Japan, we believe that whether you are an individual, small or large business, everyone needs to be given the opportunity to access information using an optimal communication platform.

For businesses, this translates into higher productivity.

For personal use, this translates into less frustration during peak hours – no more buffering watching your favorite entertainment on 4k resolution.

**[Job Summary]**

- Respond to inquiries from partner companies.
- Prepare documents such as quotations.
- Maintain and build trustful relationships with existing clients.
- Understand the needs and challenges of clients and partners, and provide appropriate support.
- Effectively plan and manage joint projects with clients and partners.

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**スキル・資格****Required Qualifications**

- Experience in inbound sales (both new and existing clients).
- Experience in building relationships with partner companies.
- Experience working in the network or ISP industry.
- Japanese-English business level or above

**Preferred Qualifications**

- Knowledge and experience with TCP/IP, LAN, WAN, and VPN.
- Ability to communicate effectively with various stakeholders.
- Experience in task management with stakeholders.
- Leadership skills to manage and drive multiple projects and tasks simultaneously.

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**会社説明**