



Sales Engineer (Space Company or Tech)

募集職種

人材紹介会社

Advisory Group株式会社

求人ID

1499509

業種

その他（メーカー）

雇用形態

正社員

勤務地

東京都 23区

給与

500万円～経験考慮の上、応相談

更新日

2024年12月13日 07:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

This is a Business Development Specialist role within a Global Business Strategy Group. The role is highly cross-functional, requiring close collaboration with leadership across the organization (CEO, CTO, CFO, etc.) and international offices.

Responsibilities:

- **Strategy Development:** Formulate and execute business strategies, including industry creation activities like lobbying and economic analysis.
- **New Business Development:** Identify and develop new global business opportunities.
- **Global Coordination:** Enhance collaboration and communication between international offices.
- **Project Management:** Lead key projects, potentially managing accounts from initial planning to contract execution.
- **Stakeholder Management:** Facilitate discussions and align stakeholders with diverse perspectives.

Qualifications:

- 5+ years of experience in business development, technical sales, or project management within a B2B technical services environment, with a proven track record of handling large-scale projects and deals.
- Alternatively, 5+ years of experience as a business consultant with expertise in strategy development and implementation.

- Strong understanding of business strategy, team leadership, and operational design.
- Basic knowledge of mathematics and physics.
- Business-level fluency in Japanese and English.

Preferred Qualifications:

- Experience in the space industry, particularly with payloads, data, and communications.
- Advanced degree in aerospace engineering.
- Experience with government projects and international business.
- Familiarity with spacecraft subsystems and systems engineering.
- Understanding of public relations, legal affairs, and accounting.

会社説明