

## Sr. Manager of Business Development, Public Sector

**Renowned accelerator and venture capital**

## 募集職種

## 人材紹介会社

株式会社ロバートハーフジャパン

## 求人ID

1503394

## 業種

インターネット・Webサービス

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1200万円 ~ 1400万円

## 更新日

2024年11月13日 14:14

## 応募必要条件

## 職務経験

6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

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

## Selling points

- Great culture around teamwork and intellectual curiosity within a diverse employee.
- Access to an international network and an entrepreneurial culture.
- Opportunity to build relationships and initiatives with MNCs and startups, ensuring career growth and support from a dedicated team.

## Company Profile

- Renowned accelerator and venture capital firm with a big global presence with over 40 locations.

## The Role

- Develop and implement growth strategies for the Government Partnerships Team.
- Plan and execute startup sessions and programs for stakeholders.
- Build partnerships with government agencies, municipalities, and strategic partners, including media, incubators, and

investors.

- Support business development and client relationships within our network.
- Communicate with mentors and advisors from companies, VCs, and angel investors.
- Oversee government-related events.
- Lead marketing efforts for programs, coordinating partner and startup engagement campaigns (website, social media, press releases, trade shows).
- Connect startups with existing and prospective corporate partners.
- Represent the brand at relevant events to enhance awareness.

#### Your Skills

- Native Japanese speaker and business-level proficiency in English.
- Over 2 years of successful experience in consulting or strategic account management within the Public Sector area.
- Passion for the startup ecosystem and entrepreneurship.
- Dedicated to catalyzing impactful change within leading Japanese corporations.
- Exceptional communication skills to engage effectively with stakeholders across all levels.
- Strong client facing & project management experience.

#### Salary

- 12,000,000 yen - 13,500,000 yen

#### Location

- Tokyo

Reference number : 06940-0013110664

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With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

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