



【COO - Head of Japan】 International Robotics Startup 👍 独占求人

募集職種

人材紹介会社

株式会社SPOTTED

採用企業名

Globally Expanding Robotics Startup

求人ID

1503428

業種

その他 (IT・インターネット・ゲーム)

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

給与

1000万円 ~ 2000万円

更新日

2025年01月22日 18:00

応募必要条件

職務経験

10年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

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

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

This company is an innovative robotics startup known for its advanced tactile sensing technology. The company focuses on developing "vision-tactile" sensors that enable robots to mimic human touch, allowing near-human precision in handling and manipulating objects.

This is crucial for example when handling sensitive objects like thin glass or soft fruits, and unlocks new areas to automation that have severely struggled under labour shortage, but were lacking the right technology.

Despite the young age, their products are already used by major clients across food-processing, logistics and manufacturing.

On top of that, the company is now preparing to expand overseas, and is looking for a COO to head the Japan office.

Responsibilities

- P&L responsibility to drive company profitability.
 - Development and execution of business models and growth strategies.
 - Management of overall business operations and administration.
 - Formulation of business development plans and intellectual property strategies.
 - Strategic planning and execution of new business initiatives.
 - Identifying and building business partnerships and alliances.
 - Building and maintaining relationships with stakeholders, including partners and collaborators.
 - Overseeing the Japanese market within 1-2 years, as the successor for the current CEO in Japan.
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スキル・資格

- In-depth knowledge of industry trends in this technological domain.
- Proven experience in strategic planning, execution, and organization design as a business leader.
- Strong communication skills to negotiate and collaborate with various stakeholders.
- Passionate and tenacious in pursuing innovation and societal transformation.
- Native-level Japanese skills and business-level English proficiency or higher, to efficiently manage the international team

Preferred

- Experience in formulating and executing management strategies, as well as corporate management in consulting firms or general trading companies.
 - Prior CXO experience in a robotics startup.
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会社説明