



【Business Development Manager】 Robotics Market Leader

Job Information

Recruiter

SPOTTED K.K.

Job ID

1460136

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Aichi Prefecture

Salary

6.5 million yen ~ 12 million yen

Refreshed

January 28th, 2026 04:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This International Robotics company has been operating for 5+ years in Japan with remarkable success in the automotive industry among others, thanks to the strong branding and popularity of the company.

Thanks to a strong global presence and a vast network of distributors all over the world, their robotics are perceived as a high quality product also in Japan. Therefore, they are looking for a Channel Development Manager to keep penetrating different markets and expand their presence all over Japan.

The Channel Development Manager is responsible for the promotion and marketing via specific channels, in cooperation with other personnel, such as marketing and sales employees.

This is a unique opportunity to boost your career in a rapidly growing industry that represents the future of automation and

manufacturing.

Responsibilities:

- Identify, develop, and expand relationships with business partners.
- Develop and implement strategic plans to meet business goals.
- Negotiate contracts and close deals with partners.
- Work closely with the sales and marketing teams to ensure business goals are met.
- Identify and reach out to potential partners.
- Develop plans to increase revenue.

Qualifications

- A bachelor's degree in business or a related field.
- At least 5 years of experience in channel development or a related role.
- Strong understanding of the market and industry trends.
- Excellent communication and negotiation skills.
- Ability to work in a fast-paced environment.
- Strong strategic planning and management skills.
- Japanese Native and Fluent English proficiency

Company Description