



SMART PARTNERS®
PRACTICAL CONSULTING

Senior Business Director 20M+ bonus salary!

Senior BD role at a great firm

Job Information

Recruiter

[Smart Partners](#)

Job ID

1460373

Industry

Insurance

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

16 million yen ~ 20 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

May 8th, 2026 04:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Daily Conversation (Amount Used: English usage about 25%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

A senior business development leader role in a stable, growing very profitable firm

The client is looking for a professional sales executive with experience in identifying and contacting large accounts, and managing the successful process through RFP to close and after care

Complex sales process for large deals experience is required

Required Skills

Native Japanese language ability

Experience leading large complex solution sales deals

Experience selling into large carriers, ecommerce and retailers like (Rakuten, Yodobashi Camera etc) manufacturers like (Samsung etc)

Company Description