SMART PARTNERS®
PRACTICAL CONSULTING

Senior Business Director 20M+ bonus salary!

Senior BD role at a great firm

Job Information

Recruiter
Smart Partners K.K.

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
November 20th, 2026 05:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Executive

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

Minimum Japanese Level
Native Level

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 expeirnece in identifying and contacting large accounts, and managing the succesful 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) manufacturs like (Samsung etc)

Company Description