



## 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

February 13th, 2026 03:00

#### 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