



**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**

April 24th, 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)

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## Company Description