



Business Development Manager 2+ Yrs Exp in Digital Marketing

30+ Free Programs to Boost Your Skills!

Job Information

Hiring Company

[Adtech Innovation K.K \(Adtechinno\)](#)

Job ID

1501180

Industry

Other (Advertising, PR, Media)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 10 million yen

Refreshed

July 4th, 2025 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Company Overview

Founded in 1996, we are a leading digital marketing agency in Asia with over 10 local offices across Mainland China, Macau, Taiwan, Japan, Singapore, Malaysia, Thailand, and Vietnam.

We specialize in performance-driven digital marketing services, including:

- SEM / SEO
- Social Media Marketing
- Influencer & Content Marketing
- Display & Video Ads
- Programmatic Advertising

With a client base of over 2,500 companies across industries such as e-commerce, gaming, education, IT, finance, travel, FMCG, fashion & beauty, and healthcare, we support business expansion into both Chinese and global markets. Our Japan office has a diverse, multinational team and a startup-like atmosphere. We offer a highly collaborative, multilingual (Japanese/Chinese/English) environment where team members are encouraged to grow, take initiative, and support each other's career development.

Job Summary

You will be responsible for identifying and acquiring clients interested in both Japanese and international markets, promoting our innovative digital marketing solutions. The main goal is to grow our presence and success in the Japanese market through strategic ad sales and partnerships.

Key Responsibilities

- Discover and develop new business opportunities to drive revenue growth
- Promote and sell digital marketing solutions to partners and agencies
- Plan and attend sales meetings with potential and existing clients
- Build and maintain strong relationships with key business partners
- Conduct market research and create integrated media plans based on client needs
- Collaborate with international teams to support regional marketing strategies
- Perform other administrative tasks as assigned

Why Join Us?

- **Autonomy & Responsibility:** Work in a flat organization where your ideas matter
- **Growth Opportunities:** Work with clients across industries and broaden your sales expertise
- **Global Team:** Collaborate with teams across Asia and gain market insights
- **Skill Development:** Access to extensive training from platform partners and 30+ self-learning programs

About AdTechinno

Established in 2019, AdTechinno is a subsidiary of AsiaPac, specializing in cutting-edge web marketing technology, AI, and big data solutions. Our mission is to empower companies with innovative tools to succeed in the digital marketing landscape.

Required Skills**Requirements / Qualifications**

- **2+ years of hands-on experience** in performance marketing (SEM/SEO) or a related field
- Proven **sales experience with Google Ads and Meta Ads** (Facebook/Instagram) or OOH/DOOH field
- Track record of **successful client acquisition and business development** in the Japanese market
- Strong expertise in creating digital marketing proposals and **developing media strategies** (social channels, influencer marketing, ads, OOH, etc.)
- Excellent presentation skills and ability to **close deals efficiently**
- Experience managing **international marketing strategies** is a plus
- **Fluent in Japanese** and proficient in **business-level English or Mandarin (Chinese)**

Employment Details

- **Employment Type:** Full-time, permanent
- **Probation Period:** 3 months (no changes in terms)
- **Annual Salary:** ¥6,000,000 – ¥10,000,000
- **Monthly Salary:** ¥500,000 – ¥833,333 (12-month split)
- **Salary System:** Monthly base (no bonus/commission mentioned)
- **Working Hours:**
- **Flexible Hours (Flextime)**
- Start time: Between 8:30–10:00
- End time: Between 17:30–19:00
- **Core Working Hours:** None
- Break: 60 minutes
- **Working Style:** Minimal overtime, direct client visits OK, **work-life balance prioritized**
- **Holidays:**
- Full 5-day work week (Saturday/Sunday off)
- Japanese national holidays off
- **Social Insurance:**
- Health Insurance
- Pension
- Employment Insurance
- Workers' Compensation
- **Retirement Benefit:** Not provided
- **Side Jobs:** Not permitted

No dual employment contracts allowed

Company Description