

MichaelPage

www.michaelpage.co.jp

Strategic Partnership

Strategic Partnership Manager

Job Information

Recruiter

Michael Page

Job ID

1542063

Industry

Education

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 21st, 2025 13:42

General Requirements

Career Level

Entry Level

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

We are actively seeking a dedicated and driven individual for the role of Strategic Partnership in the publishing Department. The successful candidate will be responsible for establishing and nurturing relationships with key stakeholders, contributing to the company's success.

Client Details

The client is a globally recognized, medium-sized organization in the publishing industry. As a leading force in their field, the company provides a comprehensive range of services to its diverse clientele. The company is based in Tokyo and prides itself on its commitment to innovation and excellence.

Description

- Develop and execute strategic partnership plans with key stakeholders in the industry.
- Maintain and nurture existing relationships while identifying potential new partnerships.
- Collaborate with the sales team to drive revenue growth and meet sales targets.
- Coordinate with internal teams to ensure all partnership requirements are met.
- Stay updated on industry trends and competitive landscape.
- Participate in industry events to network and promote the company's services.

- Generate regular reports on partnership activities and performance.
- Contribute to the overall strategic planning and direction of the company.

Job Offer

- A hybrid work model, allowing for a balance between office and remote work.
- An inclusive and supportive company culture that values employee growth and development.

With a commitment to excellence and a vibrant work culture, this is a fantastic opportunity for a professional in the media & agency industry. Don't miss this chance to become a part of our team in Tokyo. Apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Hanako Hashiba on +81368328914.

Required Skills

A successful Strategic Partnership should have:

- A bachelor's degree in Business, Marketing, or a related field.
- Proven experience in strategic partnerships or a similar role in the publishing industry.
- Excellent networking and relationship building skills.
- Strong understanding of the publishing landscape.
- Excellent communication and negotiation skills.
- Ability to work effectively in a team and independently.
- Proficiency in English and Japanese.

Company Description

We are actively seeking a dedicated and driven individual for the role of Strategic Partnership in the publishing Department. The successful candidate will be responsible for establishing and nurturing relationships with key stakeholders, contributing to the company's success.