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Partner Marketing Manager - Cybersecurity Company

B2B marketing

Job Information

Recruiter
[Michael Page](#)
Job ID

1543853

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 13 million yen

Refreshed

June 9th, 2025 15:15

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Partner Marketing Manager Japan will develop and execute marketing programs to drive partner engagement, demand generation, and sales pipeline growth. This role collaborates with global and local teams to optimise joint marketing plans, manage partner communications, and enhance the presence in the Japanese market.

Client Details

With over 20 years of experience and a global presence, this global cyber protection company provides integrated cybersecurity, data protection, and endpoint management solutions for businesses of all sizes.

Description

- Develop and execute partner marketing programs to drive demand and sales pipeline.
- Collaborate with sales and global marketing teams to align strategies and goals.
- Plan and manage to- and through-partner events, campaigns, and communications.
- Oversee marketing development funds to maximize ROI on partner activities.
- Analyze market trends and provide insights to optimize partner marketing efforts.

Job Offer

- A competitive salary package with an estimated range of 10M to 13M JPY
- Be part of a global leader in cyber protection with a strong market presence.
- Work in a dynamic, innovative, and collaborative international environment.
- Gain opportunities for career growth and professional development.
- Contribute to impactful projects that enhance cybersecurity for businesses.

If you are driven, dedicated, and ready to take your career to the next level, we encourage you to apply for our Partner Marketing Manager Japan position today.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Dany Limatibul on +81364021597.

Required Skills

A successful Partner Marketing Manager should have:

- 4+ years of experience in IT channel marketing or partner account management.
- Strong negotiation skills for developing joint marketing plans with partners.
- Understanding of SMB and IT solutions business
- Excellent project management, multitasking, and problem-solving abilities.
- Proficiency in English with strong communication and collaboration skills.

Company Description

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