



Business Development Manager (Japanese/English Bilingual)

Work w/major clients: Audi, Netflix, etc !

Job Information

Hiring Company

Wild Tame Co., Ltd

Job ID

1557036

Industry

Advertising, PR

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

6 million yen ~ Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

8

Holidays

All Japanese national holidays + 10 days in first year

Refreshed

September 10th, 2025 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

Location: Tokyo, Japan

About Us

We are a fast-growing creative agency and video production company based in central Tokyo. Our team works with global and domestic clients to craft engaging stories through branded content, commercials, corporate films, and creative campaigns. With an international team and diverse clientele, we are seeking a motivated **Business Development Manager** who can help us grow in the Japanese market and expand our international collaborations.

Role Overview

The **Business Development Manager** will play a key role in identifying new business opportunities, building strong client relationships, and representing our agency in both Japanese and English. This role requires a native-level Japanese speaker who is also fluent in English, capable of bridging communication between local and international clients.

Key Responsibilities

Client Acquisition & Relationship Building

- Identify and pursue new business opportunities with Japanese and international companies.
- Build and maintain strong, long-term relationships with clients and partners.
- Act as the first point of contact for potential clients, ensuring professional communication in both Japanese and English.
- **Market Development & Strategy**
 - Research and analyze trends in Japan's advertising, creative, and video production markets.
 - Develop strategies to grow the agency's presence in Japan and abroad.
 - Work with leadership to refine service offerings and position our agency competitively.
- **Proposal & Pitch Management**
 - Collaborate with creative and production teams to prepare proposals, presentations, and pitch materials.
 - Translate and adapt materials for Japanese and English-speaking clients.
 - Lead or support pitch meetings, negotiating contracts and closing deals.
- **Project Onboarding Support**
 - Work closely with project managers to ensure smooth handover from sales to production.
 - Maintain clear communication with clients during early project stages.

Required Skills

Requirements

- Native-level Japanese and fluent English (both written and spoken).
- Proven experience in **business development, sales, or client relations**, ideally within advertising, marketing, creative industries, or media production.
- Strong communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Familiarity with contracts, budgets, and client-facing documentation is a plus.
- Passion for creativity, design, and storytelling through video/visual content.

What We Offer

- A dynamic, multicultural team environment in the heart of Tokyo.
- Opportunity to work with leading Japanese and international brands.
- Competitive salary with performance-based incentives.
- Career growth opportunities in a growing creative agency.
- Flexible and creative workplace culture.

Company Description