



Business Development Manager, AWS Ecosystem

Hybrid | Global company | Permanent role

Job Information

Recruiter

[Hi-Tech Japan K.K.](#)

Hiring Company

Fast growing global IT consulting firm

Job ID

1557540

Industry

IT Consulting

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

18 million yen ~ 25 million yen

Refreshed

April 3rd, 2026 04:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

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

Role:

- Lead the business development activity and go to market for AWS business unit for Japan
- Manage and be measured on short-term revenue-goals, medium term GTM/ Deals wins and long-term business development activities including regional alliances, marketing and strategic initiatives.

Required Skills

- Should have 5+ yrs of prior experience working within AWS or with AWS in the capacity of a partner development manager.
- Should be familiar with AWS business models such as EDP, SPP, EBC, SCA, MDF etc. in the Japan market and know how to use it for the benefit.
- Should have worked in Japan market for at least 12-15 yrs with enterprise customers preferably in the Manufacturing, Hi Tech, Semicon and Automobile industry.
- Should have strong understanding in either of the fields – Infrastructure, Applications Engineering or Data. With working knowledge in others.
- Should be at least an AWS certified Solutions Architect – Associate and be familiar with latest technology and offerings from AWS.

Company Description