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
November 15th, 2026 04:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Executive

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

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 12-15yrs 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