



## 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**

May 1st, 2026 05:00

### 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.

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