



Associate, Business Development

Job Information

Hiring Company

Gerson Lehrman Group

Subsidiary

GLG-Gerson Lehrman Group

Job ID

1558716

Industry

Think Tank, Research Institute

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Toei Oedo Line, Akabanebashi Station

Salary

4.5 million yen ~ Negotiable, based on experience

Work Hours

9:00~18:00

Holidays

土日祝日

Refreshed

September 18th, 2025 18:07

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

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

GLG's Japan Business Development team is currently seeking an Associate, Business Development. This role will be

GLG's Japan Business Development team is currently seeking an Associate, Business Development. This role will be responsible for developing and expanding relationships with corporate clients within a designated sector. We are looking for individuals who have a strong interest in market intelligence services and are eager to thrive in an international, performance-driven environment. At GLG, we provide tailored solutions that meet the diverse needs of senior and mid-level management at our client companies. Our sales approach is both strategic and consultative, requiring close collaboration with internal product and technical teams to deliver the full value of GLG's capabilities.

Responsibilities

- Lead Generation: Engage key decision-makers at target companies through phone calls, emails, and in-person outreach to initiate and build relationships.
- Lead Nurturing: Maintain and deepen relationships with both existing and new leads by understanding their business goals and challenges, and by providing relevant information to uncover potential needs.
- Proposal Development: Collaborate with internal solution teams and consultants to deliver tailored proposals that address client challenges.
- Client Onboarding: Lead the onboarding process for new clients and conduct orientation sessions for end users to ensure effective adoption of services.

Required Skills

Required Skills and Experience

- 3–5 years of experience in new business development or corporate sales in one or more of the following areas:
 - B2B solution sales, such as market intelligence (research/consulting), SaaS, or information services
 - Experience in due diligence support, consulting, or independent research for large Japanese corporations
- Business-level English proficiency (reading and writing)

Preferred Skills and Experience

- Strong ability to plan and execute sales activities in a structured manner
- Ability to work well both independently and as part of a team
- Persistent and proactive approach toward achieving targets

Company Description