



## Associate, Business Development

風通しの良い外資企業で英語を活かします！

### 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**

Hibiya Line, Kamiyacho Station

**Salary**

6 million yen ~ 9 million yen

**Work Hours**

9:00~18:00

**Holidays**

土日祝日

**Refreshed**

January 1st, 2026 03:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**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 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.

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## 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

### What We Offer:

Benefits: All Japan GLGers also have access to benefits such as:

- Comprehensive medical, accidental and life insurance coverage effective on your first day of employment. In addition to this coverage below, we also provide a monthly medical allowance.
- Flexible paid time off: 20 days per year, plus paid national holidays; 25 days per year after 5 years of service
- Tuition reimbursement program for eligible courses including language skills courses
- Paid parental leave and adoption leave.
- Free well-being support with the Calm app, and EAP, and free long-term therapy & counselling assistance through Pathways. Free Gym membership.

Compensation: GLG is committed to fair and equitable compensation practices. Actual compensation is based on several factors that are unique to each candidate, including but not limited to skill set, depth of experience, certifications, and specific work location. Certain roles may also be eligible for incentive compensation.

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## Company Description