

The Economist Group

【Global working environment】 Head of Business Development

Subscription sales, Information services

Job Information

Hiring Company

The Economist Group (Asia/Pacific) Limited, Japan Branch

Job ID

1569441

Industry

Think Tank, Research Institute

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ Negotiable, based on experience

Salary Commission

Commission paid on top of indicated salary.

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

January 2nd, 2026 09:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Propose EIU's economic and political intelligence in the Japanese market and drive new customer acquisition

- The rewarding challenge of delivering results through high-value proposals to executives while representing a global brand
- An environment where you can grow with autonomy as a hunter-type salesperson pioneering new markets
- Work in Tokyo as a full-time employee of a global company, with compensation commensurate with experience and a challenging work style

[Job Responsibilities]

■ Who we are:

As the research and analysis division of the Economist Group, Economist Intelligence EIU helps leaders prepare for opportunity, empowering them to act with confidence when making strategic decisions. EIU is the global standard in providing high quality, actionable intelligence to the public and private sector, assessing issues that impact business in more than two hundred countries.

We are seeking an ambitious sales 'game changer' to help us grow our footprint and client base across the Japan market. You will be a current top performer, ready to take the next step in your career and join a global leader in its field, representing a truly unique brand. You will join us ready to unleash your impressive set of commercial skills to achieve business and personal success. You will have a deeply inquisitive mind, a well-honed consultative approach to selling and an unquenchable thirst for success to sell our portfolio of macro-economic and political solutions to financial services, corporate, government, professional services and consulting sectors.

You will be a highly driven, self-starting and accomplished business development manager with excellent presentations skills, strong consultative sales ability and an excellent understanding of B2B subscription businesses. Your natural instinct to 'hunt' will be key to success in this role. We are looking for individuals who thrive in relentlessly pursuing sales success in a competitive and high profile environment.

■ How you will contribute:

- Qualify strategic selling opportunities and target markets/clients
- Develop and maintain a strong pipeline by proactively driving activity via self-generated opportunities as well as by following up on marketing leads
- Personally develop, own and execute an ambitious new client acquisition plan in your territory
- Develop, manage and constantly improve on your personal lead generation through proactive networking via digital and face-to-face channels and events
- Take ownership of your territory as if it was your own business by constantly improving on activity and conversion
- Manage the entire sales cycle from prospecting through to closing opportunities
- Prepare regular sales reports including activity, pipeline, sales invoiced as well as monthly, quarterly and annual forecasts
- Frequent travel across your territory

[Employment Type]

Permanent employee

[Salary]

Based on experience and skill level

[Working Hours]

In accordance with company regulations

[Work Location]

Tokyo, Japan

[Holidays & Leave]

In accordance with company regulations

[Benefits & Welfare]

In accordance with company regulations

Required Skills

The ideal skills for this are:

- Considerable experience in selling business intelligence to senior executives within either financial services, corporations, governments or academics
- Proven track record in generating substantial new business, consistently beating target and performing in the top quartile of a team
- Be a true new business hunter that thrives on winning
- Exceptional networking skills – able to penetrate target organisations to drive the right engagement to win business
- A confident communicator with gravitas, able to sell consultatively and tailor solutions for prospects
- Fluent in Japanese and a good command of English

Company Description