



Head of Strategic Discovery (CEO Office)

Job Information

Recruiter

PROGRE Ltd

Hiring Company

Startup company for cybersecurity to detect and block digital ad

Job ID

1574645

Industry

Internet, Web Services

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

9 million yen ~ 16 million yen

Work Hours

Fleetime System (Core time: 10:00 AM - 5:00 PM)

Holidays

土日祝日、年末年始および会社指定日

Refreshed

January 26th, 2026 15:22

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English Only)

Minimum Japanese Level

Basic

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

[The Role]

As the Head of Strategic Discovery, you will serve as the strategic partner to the CEO. Your primary mission is to accelerate.

You will act as an extension of the CEO's brain and execution capabilities, focusing heavily on Technical Research, "0→1" Discovery, and Cross-Functional Projects. While your eyes are set on the "10-Year Picture," you must also possess the agility to handle immediate hurdles.

You are not just a dreamer; you are a pragmatic futurist who clears the path (the "Now") so the CEO can focus on the destination (the "Future").

[Key Responsibilities]

1. Technical Research & Discovery (Primary Focus)

Advanced Tech Scouting: Conduct deep-dive research into emerging technologies (AI, Security, Web3, AdTech) and academic papers to support the CEO's technical vision.

"0→1" Feasibility Studies: Rapidly validate the CEO's new ideas (PoC). Assess technical feasibility and market viability to determine if a concept is worth pursuing before handing it to the Product team.

Thought Partnership: Act as a sounding board for the CEO, providing data-driven insights to refine abstract ideas into concrete strategies.

2. Cross-Functional Project Management (The "Hands")

Special Projects Lead: Drive critical initiatives that don't fit into existing departments (Sales/Marketing/Product), such as new market entry or strategic alliances.

Global Alignment: Facilitate communication and project execution across our Tokyo and Lisbon offices, ensuring the "Global One Team" vision is realized.

Vision Translation: Translate the CEO's passion and ideas into logical frameworks that the Integrator (COO) and the organization can execute.

3. CEO Enablement & Agility (The Foundation)

Removing Blockers: Proactively identify and resolve operational bottlenecks that slow down the CEO or the organization.

Gap Filling: Temporarily step into undefined roles or pick up "dropped balls" during rapid scaling phases to ensure business momentum continues without interruption.

Decision Support: Prepare context and data for key decisions, ensuring the CEO maximizes time spent on high-impact "Future" work.

Required Skills

ESSENTIAL CRITERIA

- **Technical Literacy:** Strong understanding of engineering or technology products. You don't need to be a coding wizard, but you must be able to read technical documentation/papers and discuss architecture or tech trends intelligently.
- **Strategic & Structural Thinking:** Ability to take a vague concept ("Let's do something with X technology") and break it down into a concrete plan.
- **Global Communication:** Business-level English is required to collaborate with our global team (Integrator, Lisbon team, etc.).
- **Agility & Resilience:** Comfortable with a fast-paced environment where priorities can shift rapidly (startup speed). You thrive in chaos and enjoy bringing order to it.
- **Language:** English (Business/Native), Japanese (Business/Native) is a plus but not mandatory if technical alignment is strong)

DESIRABLE CRITERIA

- Experience in a top-tier Strategy Consulting firm or VC (Research/Analyst role).
- Experience as a Product Manager (PM) launching new products from scratch.
- Experience working directly with C-level executives or founders.

Company Description