



## 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**

Flextime 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.

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## 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.
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## Company Description