BUSINESS DEVELOPMENT MANAGER (TOKYO)

Job Information

Hiring Company
Intralink KK

Job ID
1577933

Industry
Business Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 7 million yen

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

Refreshed
November 10th, 2026 03:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Business development and sales promotion for overseas tech companies entering the Japanese market
- The rewarding challenge of advancing cutting-edge technology implementation in Japan
- Growth opportunities leading overseas startups' expansion into Japan
- Annual salary: ¥6-7 million / Flexible work arrangements and growth opportunities available

【Job Responsibilities】
Are you interested in innovation and new technologies?
Are you keen to play a part in people and ideas coming together to create a self-driving car, a fuel cell, or a life-saving medical device?
Do you want to help international entrepreneurs bring their ideas to life with some of the largest brands in Asia, and play a

role in helping Asian corporations to digitalise and decarbonise their operations?
If that's yes to all three, you may be who we are looking for to join our team.
You'll work alongside a diverse group of 180+ business development consultants with a deep specialism in international markets. Over 35 years in the business, we've helped more than 1,500 western tech startups and scaleups establish and grow in Japan, China, Korea, Taiwan and Southeast Asia – generating upwards of $800+ million in revenues for our clients.
We're focused on the technologies and ideas that are helping to solve the world's social and economic challenges. And looking for individuals with experience in software, energy, material tech, industrial and automotive solutions to join our team in Tokyo.
So, if you think you're up for the challenge, read on – and apply.

■What you'll be doing:
You'll be working with our international clients from high-growth sectors such as renewable energy, hydrogen, robotics, material science, cloud solutions and industrial hardware.
You'll be the on-the-ground extension of your clients' business development departments, with an overarching goal of developing and implementing the right growth strategy in the Japanese market.
You'll be managing the entire sales and licensing cycle – from initial lead generation to outreach, negotiation, closing deals, and account management.
In your day-to-day, you'll be identifying, meeting, pitching to and gathering crucial feedback from your clients' potential customers and partners in Japan, developing a sales funnel and fine-tuning the market strategy.
You'll be working closely with your clients and providing them with key progress indicators in the form of meeting notes, reports, and sync calls.
When the time is right, you will arrange for your clients to visit Japan. You'll be their local expert– taking them to key customer meetings, interpreting and providing the incredibly important cultural context to business conversations.
Through all this, you'll learn about consulting and get first-hand experience in making international business happen.

■What you'll be getting:

- Competitive salary (range JPY 6-7m) and vacation, plus flexible working arrangements
- Opportunities for growth and advancement within the company
- On-the-job experience across multiple industries, working at the forefront of technological development and sustainable innovation with western startups and Asian tech giants
- A chance to sharpen your sales and business development skills by learning from best- in-class salespeople and business builders
- An opportunity to make a difference by enabling innovation through international collaboration

【Employment Type】
Permanent employee

【Salary】
JPY 6-7m

【Working Hours】
In accordance with company regulations

【Work Location】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【What you'll need】

- Full professional proficiency in spoken and written Japanese and English
- Minimum of three years' experience working in Japan
- Degree in business/law/engineering/science or experience working in business development/engineering/technical roles in software, energy, materials, automotive or industrial sectors
- Desire to work in business development and sales
- The ability to quickly grasp new concepts and communicate that knowledge to stakeholders

If that sounds like the career path for you, apply below and we hope to see you at an interview soon.

Company Description