



## English Speaking Business Development Manager

### Job Information

**Recruiter**

PROGRE Ltd

**Hiring Company**

Deep-tech startup company specializing in geospatial big data wi

**Job ID**

1578218

**Industry**

Internet, Web Services

**Company Type**

Small/Medium Company (300 employees or less)

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Chiyoda-ku

**Salary**

6 million yen ~ 10 million yen

**Work Hours**

フレックスタイム制 (標準労働時間8時間/日、コアタイム11:00~15:00)

**Holidays**

土日祝日、年末年始および会社指定日

**Refreshed**

May 26th, 2026 11:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 75%)

**Minimum Japanese Level**

Basic

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

**Job Summary**

This is a core leadership position within the International Domain.

You will lead international projects centered on multilateral organizations, ODA initiatives, and overseas government engagements. Beyond delivering projects successfully, you will connect outcomes to solution development and business expansion.

Working closely with Account Managers, you will take ownership from project acquisition (including public tenders and ODA programs) through project execution, solution design, and next-phase proposals—driving both “0→1” and “1→10” growth in the International Domain.

## Job Responsibilities

### 1. International Project Management

- Lead projects for international organizations, ODA programs, and overseas governments
- Develop and manage project plans (structure, timeline, budget)
- Coordinate internal teams (researchers, engineers, PdMs) and external partners

### 2. Solution Design & Development

- Design solutions leveraging data, AI, and geospatial technologies
- Structure reusable frameworks based on project outcomes
- Translate deliverables into scalable solution concepts

### 3. Business Expansion & Proposal Development

- Develop next-phase proposals based on project achievements
- Support solution sales activities in collaboration with Account Managers
- Organize knowledge for horizontal deployment across countries and projects

## Example Projects

- **International Organization / ODA Projects**
  - Data-driven urban development, infrastructure, and reconstruction support
  - Policy and investment decision-support analytics
- **Overseas Government Projects**
  - Urban planning and transportation policy using mobility and urban data
  - Transition from pilot projects to full-scale implementation
- **Solution Development & Replication**
  - Conceptualizing new solutions based on project achievements
  - Structuring reusable models for multi-country deployment

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## Required Skills

### Required Qualifications

- Project management experience in international projects
- Experience in business planning, business design, or equivalent strategic roles
- Experience coordinating multiple stakeholders (international organizations, governments, corporations)
- Professional-level English proficiency (meetings, documentation, negotiations)
- Conversational Japanese such as JLPT N3-N4 level

### Preferred Qualifications

- Large-scale project management experience in consulting firms
- Experience in solution sales or solution engineering
- Experience in international development, public-sector, or ODA projects
- Experience scaling project outcomes into services or business lines
- Business level Japanese

### Ideal Candidate Profile

- Motivated not only to complete projects but to expand them into future opportunities
- Passionate about translating advanced technology and data into societal impact
- Able to structure complexity and drive progress in uncertain environments
- Interested in building the long-term foundation of the International Domain

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## Company Description