



Vice President, Business Development - BFSI

Executive to establish new business unit

Job Information

Recruiter

[PEAK Recruitment Japan K.K.](#)

Hiring Company

A tech company that is expanding in Japan and increasing business

Job ID

1583699

Industry

Other (Consulting and Professional Services)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

20 million yen ~ 35 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

June 1st, 2026 02:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- Architect and execute a comprehensive go-to-market strategy specifically for the Japanese BFSI sector, aligning local initiatives with the company's global capabilities.
- Identify, prospect, and close high-value partnerships with domestic retail/investment banks, cryptocurrency exchanges, and

insurance providers to achieve an individual annual target of €3M.

- Cultivate a "C-suite" network within prominent Japanese brands, acting as a trusted advisor to navigate the digital transformation and BPO outsourcing lifecycle.
 - Evangelize the benefits of offshore and nearshore delivery models to domestic clients, tailoring complex solutions that balance cost-efficiency with Japan's high quality and security standards.
 - Collaborate with global delivery teams to ensure that proposed solutions are operationally sound across diverse geographic locations and compliant with strict financial regulations.
 - Work seamlessly with regional leadership and international teams, traveling as necessary to align resources and share best practices that drive local success.
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Required Skills

- 10+ years of senior sales or business development experience specifically within the BFSI sector. Deep knowledge of Japanese financial regulations and market trends is non-negotiable.
 - Proven track record in the Business Process Outsourcing (BPO) or professional services industry, with a sophisticated understanding of how to sell intangible, complex solutions.
 - A demonstrated ability to open doors at the enterprise level and a history of hitting or exceeding multi-million Euro individual sales targets.
 - Experience selling or managing offshore delivery solutions, with the ability to articulate the value proposition to a traditionally domestic-focused Japanese client base.
 - Native-level Japanese is required to build trust with local institutions, complemented by business-level English to collaborate within the global ecosystem.
 - A mindset geared toward building new business practices from scratch and a willingness to travel domestically and internationally to drive regional outcomes.
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Company Description