



※半導体製造装置向け事業開発※ Business Development Leader Electronics ・ Vesp...

デュボンジャパン株式会社での募集です。 事業企画・事業開発のご経験のある方は歓迎...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

デュボンジャパン株式会社

Job ID

1584991

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 20 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】土 日 祝日 年末年始 創立記念日 ・年次有給休暇 ・特別有給休暇（冠婚葬...

Refreshed

May 30th, 2026 16:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2349968】

■Job Description:

VespelR parts are served in a wide range of industries including Transportation/Advanced Mobility Aerospace and Electronics globally and is a historic DuPont business with a very strong Japanese presence. As a strategically important market identifying growth opportunities and driving application development activities in DuPont's focused segments in Japan are critical activities for VespelR business growth.

We are currently looking for business development leader who could bring in new VespelR parts opportunities through building presence at the key electronics customers identifying compelling value propositions for VespelR parts and establish de facto standard material position in the key applications.

Vespel : <https://www.dupont.co.jp/vespel.html>

■Job Responsibilities / Activities:

1. Understand electronics market dynamics identify attractive and growing opportunities for VespelR in electronics segment and lay out right go to market strategy with deep analysis of value chains and customer decision making process.
2. Execute robust business development plan from new pipeline creation to commercialization in the electronics segment.
3. Lead engage and collaborate closely with cross functional regional/global teams including sales marketing product TS D supply chain operations etc. in the execution of new development projects.
4. Leverage business development activities in Japan to drive identification of extended opportunities in APAC region.

Report to: Japan Commercial Leader MOLYKOTER VespelR

Required Skills

【必須】

- ・ 対顧客の経験（営業・開発）
- ・ 日本語：ネイティブレベル
- ・ 英語：ビジネスレベル（海外のビジネスリーダーとのやり取り、R D担当との材料要件・用途などについてのやり取り）
- ・ 半導体や半導体製造装置に関する業界経験、知見

【歓迎】

- ・ B to Bビジネスの用途開発経験
 - ・ 機械系の経験（図面を読める事、顧客と部品設計に関する技術的なコミュニケーションができること）
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Company Description

エレクトロニクス&インダストリアル事業 / ウォーター&プロテクション事業 / その他