



Business Development Manager – Japan (Travel Partnerships)

Global Cross Functional Collaboration

Job Information

Hiring Company

[Headout Inc](#)

Job ID

1586154

Industry

Tourism

Job Type

Permanent Full-time

Location

Japan

Salary

6.5 million yen ~ Negotiable, based on experience

Salary Commission

Commission included in indicated salary.

Refreshed

May 6th, 2026 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

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

Company: Headout Inc.

Location: Japan (Remote available / Tokyo preferred)

Employment Type: Full-time, Permanent

■ About the Company

Headout is a global marketplace for real-life experiences, offering tours, attractions, and activities across 100+ cities worldwide.

We serve millions of customers from over 196 countries and continue to grow rapidly.

We are now expanding our presence in Japan and are looking for a Business Development Manager to drive partnerships and growth in the market.

■ Responsibilities

You will be responsible for business development and partnership growth in the Japan market.

- Identify and onboard new partners (tour operators, attractions, activity providers)
- Build and manage relationships with existing partners to drive revenue growth
- Negotiate commercial agreements and close new deals
- Conduct market research and competitor analysis to inform strategy
- Collaborate with internal teams (Product, Marketing, Operations) to execute partnerships
- Drive expansion and revenue growth in the Japan market

Required Skills

[Required]

- 3+ years of experience in business development, B2B sales, or partnerships
- Native-level Japanese and business-level English
- Strong communication and negotiation skills

[Preferred]

- Experience in travel, OTA, marketplace, or SaaS industries
- Experience working in a startup or launching new business initiatives
- Experience using CRM tools and data analysis

■ Why Join Us?

- Opportunity to play a key role in expanding the Japan market
- Work closely with global teams across APAC and Western markets
- High ownership and fast-paced environment
- Opportunity to use and develop English in a global business setting

■ Working Conditions

- Working hours: Flexible (details to be discussed during interview)
- Remote work: Available
- Social insurance: Provided
- Visa support: Available depending on candidate situation

Company Description