

【1500 ~ 2500万円】Director Industry Solutions

SCMエキスパートの集まるAI Unicorn企業での募集です。 法人営業（そ...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
SCMエキスパートの集まるAI Unicorn企業

Job ID
1586887

Industry
Software

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
15 million yen ~ 25 million yen

Work Hours
09:00 ~ 18:00

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
October 31st, 2026 06:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2249660】
インダストリーソリューションダイレクターは、最も戦略的に対応すべき顧客を成功に導くための重要な役割を果たします。
顧客への信頼できるアドバイザーとしての役割を果たし、セールスおよびインダストリーソリューションチームにガイダンスを提供し、最高レベルの顧客満足度と新規案件を創出します。

また、営業担当者と連携して、受注前および受注後の活動を主導し、製品ポートフォリオ全体のエキスパートとして機能

し、組織全体の他の専門領域メンバと協力して新規パイプラインの創出、包括的な実装提案を作成し、明確に説明します。

インダストリーソリューションダイレクターは、エグゼクティブとの関係を維持し、関係者間の緊密な連携を確保し、プロアクティブかつ規範的なアドバイスを提供して、素晴らしい顧客成功をもたらします。

特に以下の業界ご知見をお持ちの方は歓迎致します。
※CPG（コンシューマビジネス、リテール等）向け
※F B
※製造業向け（自動車/セミコンなど）

About the role… Senior Director / Director Industry Solutions Japan
As a member of the o9 industry strategy team you will drive industry marketing strategy build and execute integrated marketing plans to support awareness demand generation pipeline acceleration sales enablement and deliver product content into all critical marketing vehicles（Web PR advertising online direct marketing events trade shows etc.） related to given industry solution portfolio. You will work closely with other departments and business stakeholders like sales business development senior executives presales and others as necessary in a cross functional manner. Key metrics include contribution to sales pipeline through execution of campaigns and events generated qualified leads education of prospect executives across functions（supply chain sales COE etc.） and regions.
What you'll do for us…
● Be accountable for growing sales and market share in the following industry verticals leveraging o9's success with leading global customers in the segment
● CPG（mandatory）
● Retail（mandatory）
● Industrial Goods such as Chemical Oil Gas Auto Parts Tire Rubber Materials（optional）
● Pharmaceutical（optional）
● Define and direct inbound and outbound marketing programs in the segment using your knowledge of the segment landscape and key players.
● Identify strategic accounts in the vertical to develop as o9 customers and create + execute strategy to establish nurture and grow relationships
● Develop relationships with relevant partner networks in the segment to facilitate growing the reach and addressable market for o9
● Direct Account Executives and Pre Sales during sales cycles to ensure successful and value maximizing sales outcomes
● Present to customer senior executives on the topics such as the industry trend and chellanges why change is required now and why o9 shoud be the partner of their digtial SCM transformational journey.
● Work cross functionally across the organization to translate customer/end market requirements to shape o9's solutions to meet the needs

What we'll do for you…
● Competitive salary
● Tech tools: Complementary laptop
● Get social: When we work from home we play from home with fun after work activities like Friday Socials. If you're in the office feel free to join these events in person.
● Flat organization: With a very strong entrepreneurial culture（and no corporate politics）.
● Support network: Work with a team you can learn from and every day.
● Diversity: We pride ourselves on our international working environment.

Required Skills

What you'll have...
● Deep domain expertise in the related industries with end to end customer journey from demand procurement to supply chain planning
● Ability and history of building relationships with strategic client and industry thought leaders and translating relationships to commercial success in the region
● Executive presence and ability to communicate well and make impact with senior executives and decision makers
● Self starter with passion energy willingness to learn entrepreneurial mindset
● A Master's degree required MBA is a plus
● Great work ethic and eager to learn
● Strong initiative ・ C level expertise and solutions selling attitude
● Proactive（self motivated self directed ambitious highly productive）
● Low on ego high on interest to contribute to the benefit of your peers（we are including the customer team here as well）
● Consulting or general management background
● Experience in high growth environment
● Native level Japanese and fluent in English

Company Description

ご紹介時にご案内いたします