



ビジネスデベロップメントマネージャー（コレクタブル部門・日本） Business Development Manager

Job Information

Recruiter

Expert Executive Recruiters (EER Global)

Hiring Company

Expert Executive Recruiters

Job ID

1591051

Division

Online Collectables Marketplace - オンラインコレクタブルマーケットプレイス

Industry

Other (Distribution, Retail, Logistics)

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Japan

Salary

6 million yen ~ 7.5 million yen

Refreshed

May 15th, 2026 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation (Amount Used: English usage about 50%)

Minimum Japanese Level

Business Level

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

About the Company

Our client is a fast-growing, global online marketplace specializing in the buying and selling of unique and special objects. Each week, over 100,000 items are auctioned across 80+ categories, all curated by in-house experts. With millions of objects sold to date, our mission is to become the world's most popular destination for exceptional items. This is a diverse,

inclusive, and purpose-driven scale-up with a strong culture of ownership, adaptability, and customer passion.

Your Mission

Drive the growth of the Collectables business in Japan by building a strong pipeline of high-quality sellers. You will identify, engage, and onboard sellers — turning them into active, scalable partners who contribute to sustainable revenue growth. You'll serve as the first point of contact for new sellers, ensuring a smooth onboarding experience before transitioning them to Account Management.

What You'll Do

- Build and nurture relationships with new sellers to expand the Collectables network in Japan
- Identify, qualify, and develop leads through calls, emails, field visits, fairs, and collaboration with category experts
- Reactivate high-potential dormant sellers and engage organic sign-ups to generate new opportunities
- Qualify inbound leads using data insights and sales tools to prioritise high-impact opportunities
- Deliver a smooth pre- and post-sales onboarding experience for new sellers
- Select and grow high-potential sellers and transition them to Account Management
- Collaborate with Account Managers to define and support growth plans for onboarded sellers

How We Work

- Close collaboration with category experts across Collectables segments
- Cross-functional work with Account Management post-onboarding
- Data and sales tooling to guide prioritisation and decisions
- A blend of remote work and regular in-person field visits and events

What's on Offer

- Visible impact in a global organisation at scale
- Learning & Development programmes with clear progression paths and mentorship
- A passionate, diverse team of 800+ employees across 60+ nationalities
- Inclusive, welcoming culture where everyone is encouraged to bring their full self to work
- Competitive benefits package including welcome and birthday vouchers, extra annual leave for milestone events, and a dedicated day each year to pursue a personal passion

Required Skills

What You'll Bring

- Proven track record in sales with consistent target achievement
- Strong networking skills with the ability to build relationships with sellers, manufacturers, and distributors
- Solid negotiation skills and the ability to close deals effectively
- Data-driven mindset with strong problem-solving capabilities
- Genuine interest in online marketplaces, reuse/resale markets, or collectables
- Willingness to travel regularly within Japan
- Fluency in Japanese and business-level English

Company Description