

【英語を活かす】事業開発マネージャー / Business Development Manager

事業開発マネージャーの求人があります。

Job Information

Recruiter

Robert Walters Japan (ロバート・ウォルターズ)

Hiring Company

Government of Western Australia

Job ID

1593181

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 25th, 2026 11:01

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Invest and Trade Western Australia is seeking two motivated professionals to play a pivotal role in strengthening economic ties between Japan and Western Australia.

Invest and Trade Western Australia, part of the Department of Energy and Economic Diversification, supports Western Australian businesses expand into international markets and assists overseas investors to access opportunities in Western Australia.

The Invest and Trade Japan team plays an important role in building relationships, supporting trade and investment activities, and representing the Western Australia government in the Japan market.

Job Ref: PTQ4S4

For applications and more information:

Visit Government of Western Australia

As the Business Development Manager/Senior Business Development Manager, you will be instrumental in attracting investment from Japan to Western Australia and promoting trade opportunities for WA businesses in Japan. The successful candidate will build strategic relationships with government, industry, and commerce, while supporting exporters with tailored market advice and intelligence. Representing WA at trade shows, conferences, and high-level engagements, you will enhance the State's visibility and influence in Japan.

Responsibilities:

- Identify and pursue trade and investment opportunities aligned with Western Australia's Investment and Trade Plan; particularly in the priority sectors of energy, mineral resources and defence industries.
- Promote WA's key sectors to investors and trade partners, pursue foreign direct investment opportunities, support businesses with market entry strategies, and maintain strong networks with government agencies, chambers of commerce, and industry bodies. You'll also Provide high-level support to the Investment and Trade Commissioner, Northeast Asia, including preparing briefing materials, presentations, and strategic advice.
- Monitor economic, political, and regulatory developments in Japan that may impact trade and investment outcomes and contribute to business planning for Western Australia's strategic focus in Japan.
- Help shape WA's international engagement and inform government stakeholders on market trends, risks, and opportunities.
- Market and promote Western Australia as a location for foreign direct investment and trade in the Japanese market.
- Participates in promoting the State and the State's priority sectors to stakeholders.
- Develop and maintain relevant productive professional networks and relationships in the Japanese and WA markets for the benefit of WA businesses, agencies, institutions, and organisations
- Within priority sectors, identify, target and promote investment opportunities to major enterprises located in the Japanese market.
- Prepare and/or deliver presentations at the relevant conferences and business events.
- Monitor and assess key business and sectoral trends as well as significant commercial developments in the Japanese market and assess and report on the potential impact on WA trade and business interests.
- Develop and maintain relevant high-level professional networks and relationships in the Japanese and WA markets for the benefit of WA businesses, agencies, institutions, and organisations
- Contribute to the identification of commercial opportunities for WA businesses and work with partners and associations in the market to provide practical advice and insights to WA businesses to enter the Japanese market.
- Assist and facilitate visits to Japan by business visitors and delegates from Western Australia as required.
- Demonstrate effective leadership and integrity by complying with the Departmental Code of Conduct and all Policies and Procedures.
- Undertakes other duties as required

Requirements:

- Strong experience or sound understanding of the trade and investment activities in the priority industry sectors in Western Australia and Australia for the Japanese market
- Experience conducting research and analysis across political, commercial and industrial sectors
- Experience in business development or international trade and market development in Japan
- Experience conducting research and analysis across political, commercial and industrial sectors
- Ability to build relationships with key industry and business stakeholders, government and networks
- Strong written and verbal Japanese and English

This position is based in Japan and does not attract a relocation package. To be considered candidates currently reside in Japan and have valid working rights.

As a locally engaged staff member, your employment will be governed by conditions of service that comply with Japanese labour laws.

This position is subject to a Japanese police clearance certificate which will be conducted at offer stage for the successful applicant.

Company Description

For over 25 years, in Japan, we have been a driving force in the Japanese bilingual recruitment market, providing high-quality candidates for our clients and access to the best jobs. We always put the interests of our clients and candidates first and run on a non-commission model that promotes a working culture where teamwork is incentivised. We strive to find the best fit for both employer and job seeker and don't push people into unsuitable roles.