



## Business Development Manager for global law firm

**Teir1 global law firm**

### Job Information

#### Recruiter

ALBERTO K.K.

#### Job ID

1594841

#### Industry

Legal

#### Company Type

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

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

8 million yen ~ 12 million yen

#### Holidays

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#### Refreshed

June 1st, 2026 18:13

### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level (Amount Used: English usage about 50%)

#### Minimum Japanese Level

Native

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

This role will be marketing and business development manager initiatives across key legal practices, including Dispute Resolution, Intellectual Property, Corporate/M&A, Antitrust, Real Estate, and Energy & Project Finance.

#### Key responsibilities:

- Assist the Tokyo BD and marketing team and local partners with business plans and initiatives

- Help partners build client relationships, share information, and increase the Firm's visibility with Japanese and international clients
  - Lead client relationship development activities, including seminars, conferences and events
  - Manage pitch preparation, proposals, and presentations, collaborating with partners, associates, and trainees
  - Work with the Tokyo Senior BD & Marketing Manager and PR agency to enhance media engagement for practice leaders
  - Ensure efficient Business Development Infrastructure is in place, including credentials and lawyer CVs, with systems for data capture, analysis, and reporting
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### Required Skills

- 5+ years of relevant experience in business development/communications, ideally within a global law firm or similar environment
  - Native-level Japanese and advanced English
  - Prior experience and knowledge of working within Asian markets is preferable
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