

Sr BD Specialist

Partnerships & Revenue Growth

Job Information

Recruiter

SThree K.K.

Job ID

1597013

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 15 million yen

Refreshed

June 12th, 2026 16:40

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

About Rocket Now】

Rocket Now is a fast-growing food delivery platform operated by **CP One Japan**, the Japanese subsidiary of **Coupang, Inc.**, a NYSE-listed Fortune 150 technology company.

Coupang is a market leader in Korea, known for building and scaling large-scale platform and logistics businesses. Rocket Now launched in Japan approximately **16 months ago** and has already grown rapidly to **700+ employees**, with continued aggressive expansion.

The business is now building its commercial organization to support long-term growth in Japan and is looking for experienced business development professionals to help scale partnerships and revenue.

Senior Business Development Specialist - Partnerships & Revenue Growth

【Role Overview】

The Senior Business Development Specialist is responsible for driving **revenue growth through strategic partnerships and new commercial opportunities** on the Rocket Now platform.

This is a **senior individual contributor role** focused on identifying, developing, and executing partnerships that accelerate market penetration and monetization. The role plays a key part in Rocket Now's expansion phase and offers the opportunity to join a proven platform at an early stage of growth in Japan.

【Key Responsibilities】

- Identify and develop **new business opportunities and strategic partnerships**
- Drive **revenue growth** through partnerships, promotions, and commercial initiatives
- Own end-to-end execution from **opportunity identification to deal closure**
- Build and maintain strong relationships with external partners and stakeholders
- Negotiate commercial terms and partnership structures
- Analyze performance and identify opportunities to improve revenue impact
- Work closely with internal teams including Account Management, Operations, and Product to ensure successful execution
- Contribute to building scalable business development processes as the organization grows

【Required Qualifications】

- 5-10 years of experience in **Business Development, Partnerships, Sales, or Commercial roles**
- Proven experience driving **revenue or commercial growth**
- Strong stakeholder management and negotiation skills
- Experience working in **platform, marketplace, e-commerce, AdTech, or technology businesses**
- Ability to operate in a fast-paced, growth-stage environment
- Business-level Japanese and English

【Preferred Qualifications】

- Experience working with **enterprise partners or large accounts**
- Background in **two-sided marketplaces or platform businesses**
- Data-driven mindset with experience using KPIs to guide decisions

Company Description

Company Name: CP One Japan LLC
Service Brand: Rocket Now
Parent Company: Coupang, Inc. (NYSE: CPNG)
Industry: Technology / Platform / Food Delivery
Location: Tokyo, Japan
Employment Type: Full-time