



PR/110496 | Senior Project Manager – Market Expansion & Business Development (India)

Job Information

Recruiter

JAC Recruitment India

Job ID

1600066

Industry

Business Consulting

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 18:07

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

■Company Overview

- We are a global consulting firm that supports international companies in expanding into new overseas markets. Our core focus is helping Japanese and other global clients successfully enter and grow their businesses in India.

- We primarily work with clients in the industrial and technology sectors, providing end-to-end support from market entry strategy to execution, business development, and partner engagement.

- Unlike traditional consulting or IT services firms, we focus on delivering tangible commercial outcomes — including revenue generation and market expansion — rather than purely research or digital transformation projects.

■Role Overview (Senior Project Manager)

In this role, you will act as a key on-the-ground partner for international clients (especially Japanese companies) looking to expand in India. You will drive market entry and business development initiatives, working closely with clients to generate real commercial results.

■Key Responsibilities**1. Market Entry & Growth Strategy**

- Conduct market research and competitive analysis in India
- Develop and execute market entry and growth strategies
- Identify business opportunities that drive revenue growth

2. Business Development & Partnership Building

- Identify and engage potential customers, distributors, and partners
- Arrange and lead commercial discussions and negotiations
- Act as a local extension of clients' sales and business development teams

3. Client Management & Project Delivery

- Manage day-to-day communication with international clients (in English and Japanese)
- Coordinate client visits, including meeting arrangements and on-site support
- Oversee project execution and ensure delivery of measurable outcomes

4. Market Insights & Advisory

- Deliver actionable insights on industrial and technology sectors
- Support strategic decision-making with high-quality analysis

5. Supporting Business Development (Selective)

- Contribute to developing new client relationships, particularly with Japanese companies
- Support proposals and client engagement activities

Note: This role focuses on commercial market expansion and business development, not IT services or digital transformation. [ICDS_SPM_JD_v2 | Word]

■Candidate Requirements**Mandatory :**

- Business-level proficiency in both English and Japanese
- 3–7 years of relevant experience in:
 - Consulting
 - Market research
 - Sales or business development

- Strong client-facing experience
- Excellent communication and stakeholder management skills
- Ability to work independently and drive initiatives

Preferred :

- Experience in industrial or technology sectors
- Cross-border or international business experience
- Experience working with Japanese companies or in Japan
- Strong track record in partnership development or commercial execution

Ideal Profile :

- Interested in hands-on business creation, not just analysis
- Comfortable with sales/BD-driven consulting work
- Proactive, entrepreneurial, and execution-focused

■ Compensation

INR 3,000,000 – 5,000,000 per annum

Flexibility to exceed budget for exceptional candidates

■ Benefits

- Comprehensive health insurance and statutory benefits
- Paid leave and holiday allowance
- Performance-based bonus
- Flexible working arrangements (hybrid/remote options)
- International and multicultural work environment
- Opportunities for overseas travel
- Career development and learning opportunities

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

Company Description