Associate Business Development Director

Global Account Management in Adtech

Job Information

Recruiter
SThree K.K.

Job ID
1605961

Industry
Advertising, PR

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

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 13th, 2026 21:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The client is a leading advertising technology company provides a cloud-based platform that helps brands and agencies plan, buy, measure, and optimize digital advertising campaigns across channels such as connected TV, online video, audio, mobile, display, and social media. Its products leverage data, automation, and artificial intelligence to enable advertisers to reach relevant audiences, manage media spend more efficiently, and gain deeper insights into campaign performance, all through a unified, self-service platform designed for the open internet.

A Business Development professional with experience in digital advertising, ideally programmatic advertising, is required for one of the worlds foremost digital advertising platform providers. In this role you will work in a pod with other digital advertising experts and will be in charge of engaging with, up-selling, cross-selling, and supporting the development of comprehensive digital advertising campaigns for advertisers in partnership with global advertising agency partners (WPP, Publicis Groupe, Omnicom Group, etc.). This is an exciting opportunity to be part of an international team and supporting advertising campaign development for some of the worlds most iconic brands.

The successful candidate will have a business level English capability and fluency in Japanese, and have the following experiences:

- 10+ years' experience in sales or account management within advertising agencies or advertising technology platforms
- Knowledge and understanding of how international advertising and media agencies operate, make decisions, and support advertiser accounts
- Have an active network of business contacts within international advertising and media agencies
- Have deep knowledge of programmatic advertising solutions across a variety of channels such as connected TV,

online video, audio, mobile, display, and social media
- Working with a cross-functional team and supporting business goals outside of personal remit.

You will work closely with team members, your manager, and agency partners to deliver strong results. In return you will be rewarded with a great salary, benefits, and career growth opportunity.

If this sounds interesting, please apply as soon as possible.

Company Description

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