Business Development Director

Shape the future of digital advertising

Job Information

Recruiter
SThree K.K.

Job ID
1607077

Industry
Other (Banking and Financial Services)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
20 million yen ~ 30 million yen

Work Hours
Working Hours: 9:00 AM - 6:00 PM Location: Tokyo (Hybrid)

Refreshed
November 2nd, 2026 06:00

General Requirements

Career Level
Executive

Minimum English Level
Native Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
Permission to work in Japan required

Job Description

The Trade Desk is one of the world's leading independent advertising technology companies, helping brands and agencies leverage data, AI, programmatic advertising, Connected TV (CTV), Retail Media, and digital media solutions to drive better business outcomes.

As a **Business Development Director**, you will be responsible for developing and growing strategic partnerships with major agency groups and key industry stakeholders across Japan. This is a highly strategic, relationship-driven role focused on long-term business growth, executive engagement, and joint business planning rather than traditional cold-hunting sales.

You will work closely with senior leaders across agencies, advertisers, and internal teams to identify growth opportunities, strengthen partnerships, and accelerate adoption of The Trade Desk's solutions across the advertising ecosystem.

Key Responsibilities

- Build and manage executive-level relationships with strategic agency partners
- Develop and execute joint business plans with key stakeholders
- Identify growth opportunities across agency and advertiser portfolios
- Drive adoption of The Trade Desk's advertising solutions
- Collaborate with sales, marketing, product, and leadership teams
- Represent The Trade Desk at industry events and executive meetings
- Act as a trusted advisor on advertising, media, data, CTV, Retail Media, and industry trends

- Support long-term commercial growth initiatives across the Japan market

Requirements

- Experience within digital advertising, adtech, media, or agency environments
- Experience developing strategic partnerships or agency relationships
- Strong executive stakeholder management skills
- Commercial mindset with experience driving business growth
- Experience working with major agency groups such as:
  - Dentsu
  - Hakuhodo
  - WPP / GroupM
  - Publicis
  - Omnicom
  - IPG
- Business-level Japanese and English

Ideal Background

- Agency Development Director
- Business Development Director
- Agency Partner
- Agency Lead
- Strategic Partnerships Director
- Client Partner Director
- Industry Lead

From companies such as:

- Google
- Amazon Ads
- Meta
- TikTok
- Criteo
- DoubleVerify
- IAS
- Taboola
- Teads
- Yahoo Japan
- Major agency holding groups

Required Skills

・ Proven experience selling to, partnering with, or managing major global agency holding companies
・ Existing relationships with agency groups such as:
- WPP / GroupM
- Omnicom
- Publicis
- IPG
- Dentsu
- Hakuhodo
・ Strong understanding of the advertising, media, and adtech ecosystem
・ Experience driving strategic partnerships, joint business planning, and commercial growth
・ Executive stakeholder management experience
・ Business-level Japanese and English

Company Description

The Trade Desk is one of the world's leading independent advertising technology companies, helping brands and agencies leverage data, AI, programmatic advertising, Connected TV (CTV), Retail Media, and digital media solutions to drive better business outcomes.

As a Business Development Director, you will be responsible for developing and growing strategic partnerships with major agency groups and key industry stakeholders across Japan. This is a highly strategic, relationship-driven role focused on long-term business growth, executive engagement, and joint business planning rather than traditional cold-hunting sales.

You will work closely with senior leaders across agencies, advertisers, and internal teams to identify growth opportunities, strengthen partnerships, and accelerate adoption of The Trade Desk's solutions across the advertising ecosystem.

Key Responsibilities
Build and manage executive-level relationships with strategic agency partners
Develop and execute joint business plans with key stakeholders
Identify growth opportunities across agency and advertiser portfolios

Drive adoption of The Trade Desk's advertising solutions
Collaborate with sales, marketing, product, and leadership teams
Represent The Trade Desk at industry events and executive meetings
Act as a trusted advisor on advertising, media, data, CTV, Retail Media, and industry trends
Support long-term commercial growth initiatives across the Japan market
Requirements
Experience within digital advertisi