



New Business Development / Sales, Strategic Partnership

Job Information

Recruiter[SPOTTED K.K.](#)**Job ID**

1607971

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

5 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

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General Requirements

Minimum Experience Level

Over 1 year

Career Level

Entry Level

Minimum English Level

Basic

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

We are looking for a core member to help drive the growth of a new business.

In this role, you will be responsible for developing and executing sales strategies through both direct sales and strategic partnerships. You will work closely with internal teams, including sales, implementation, and product development, as well as external partners and customers, to identify business needs and deliver effective solutions.

As part of a lean, high-performing team, you will have the opportunity to take ownership of a broad range of activities, from sales strategy and business development to execution and partner management.

Key Responsibilities

- Conduct customer and partner meetings, including presentations, product demonstrations, and proposals
- Identify customer needs and develop proposals based on business challenges and expected outcomes
- Create proposals, sales materials, and business cases

- Develop and execute sales strategies and plans for new business initiatives
- Develop and manage strategic partnerships and alliance programs
- Plan, negotiate, and execute initiatives with executive-level stakeholders at partner companies
- Share product knowledge, sales methodologies, and best practices with partner organizations
- Develop and deliver sales training and enablement programs for partners
- Collaborate closely with internal sales, implementation, product, and development teams
- Analyze sales results and share successful approaches, lessons learned, and best practices across the organization
- Identify and implement new sales initiatives, channels, and business opportunities
- Contribute to overall business strategy and growth

Why Join This Role?

Directly Contribute to a New Business

You will have the opportunity to play a key role in a growing business, contributing to everything from sales strategy and go-to-market planning to execution. Rather than simply following an established sales process, you will help build and refine the sales model itself.

Gain Experience in Both Direct and Partner Sales

The role combines direct customer engagement with strategic partnership development, allowing you to build a broad range of commercial skills and experience.

Work with Executive-Level Stakeholders

You will have opportunities to engage directly with executives and senior leaders at customer and partner organizations, helping develop and execute strategic initiatives.

Build a Broad Career Path

Depending on your interests and strengths, this experience can lead to a variety of career opportunities, including:

- Enterprise Sales
- Strategic / Partner Sales
- Sales Management
- Business Development
- Strategic Partnerships
- New Business / New Business Development Leadership

The organization supports internal mobility and encourages employees to pursue roles that align with their skills, interests, and career aspirations.

Performance & Evaluation

Employees are evaluated on both quantitative and qualitative contributions.

In addition to sales performance and achievement of business targets, the evaluation process recognizes contributions such as knowledge sharing, collaboration, team development, initiative, and the ability to contribute to the broader success of the organization.

Employment Conditions

- **Employment Type:** Full-time, permanent
- **Estimated Annual Compensation:** JPY 5.0M–8.5M
- **Compensation:** Determined based on experience, skills, current compensation, and other factors
- **Incentive:** Additional performance-based incentives may be available
- **Working Hours:** 9:30 AM–6:30 PM
- **Days Off:** Two days off per week (Saturday and Sunday), Japanese national holidays
- **Leave:** Annual paid leave, summer vacation, year-end/New Year holidays, bereavement leave, childcare/family care leave, and other company-designated leave
- **Benefits:** Social insurance, transportation allowance, professional certification support, book purchase support, employee recognition programs, and other benefits
- **Probationary Period:** Approximately 3–6 months
- **Location:** Tokyo, Japan
- **Work Style:** Primarily office-based

Required Skills

Required Qualifications

- Experience in B2B sales, particularly selling intangible products or services
- Strong communication and coordination skills with both internal and external stakeholders
- Ability to take ownership and drive new initiatives from planning through execution
- Strong problem-solving and consultative selling skills
- Ability to understand customer needs and develop logical, value-driven proposals

Preferred Qualifications

- Knowledge or experience in accounting, finance, or related business processes
- Experience in partner sales, channel sales, or strategic alliances
- Experience launching or developing a new business
- Experience selling to enterprise customers
- Experience negotiating with executives or senior management
- Experience in SaaS, IT, or digital transformation-related businesses
- Experience developing sales strategies, sales channels, or go-to-market plans

Company Description