



【800～1100万円】Business Development Manager

外資系ClimateTech企業での募集です。事業企画・事業開発のご経験のあ...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系ClimateTech企業

Job ID

1610418

Industry

Petrochemical, Energy

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 11 million yen

Work Hours

10:00 ~ 19:00

Holidays

詳細は求人ご紹介時にご案内いたします。

Refreshed

September 17th, 2026 18:00

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2394028】

Drive commercial growth in Japan by identifying opportunities building relationships generating sales pipeline and closing new business.

The ideal candidate combines strong sales execution a strong ethic with a strategic mindset and is comfortable operating in an international startup environment.

Required Skills

■About You

Ideally you have:

- 3 to 7 years experience with full cycle B2B sales or business development with prior experience in start up/scale up
- Experience working in a startup company SaaS company technology company or high growth environment.
- Proven ability to build relationships and influence stakeholders.
- Result oriented with previous track record of developing a market from scratch
- We're open minded from which industry you're coming from as long as the product or service you've worked on is fairly complex and/or very innovative (software hardware finance etc)
- Strong interest in sustainability
- Exceptional pitching skills
- Professional command of spoken and written English
- Excellent written and verbal communication skills ie convey concise and timely information internally ability to simplify explanations externally
- Self starter with a high level of ownership and autonomy
- Strong growth mindset as our environment is dynamic and our clients come in a lot of variety. The job requires constant learning.
- Business or Engineering degree

Company Description

ご紹介時にご案内いたします