New Business Development Associate | Tokyo | Full-Time

Inbound tourism startup company

Job Information

Hiring Company
Mediabound K.K

Job ID
1611224

Industry
Tourism

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

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Shinjuku-ku

Salary
3 million yen ~ 6 million yen

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

Refreshed
October 27th, 2026 00:00

General Requirements

Career Level
Entry Level

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Take full responsibility for new tourism initiatives targeting international visitors to Japan—from planning and launch through to operations
- Be involved in building businesses from the ground up (0 to 1), turning ideas into reality to create new tourism experiences
- Gain broad experience across strategy, operations, project management, and on-site execution, enabling rapid professional growth
- Enjoy a high degree of autonomy at a fast-growing startup, with the opportunity to advance to a leadership role early

on based on your performance

【Job Responsibilities】
Build Japan's Next Great Tourism Experiences, build Businesses from 0 to 1.
If you've ever wanted to help create a business from scratch instead of simply maintaining one, this opportunity is for you.
Mediabound is looking for ambitious, creative, and action-oriented individuals to join our New Business Development Team.
You'll work directly on launching new tourism experiences designed for international visitors to Japan—from concept to execution.
Rather than stepping into an established business, you'll play a key role in building entirely new ventures that have the potential to become some of Japan's leading inbound tourism experiences.

This role is ideal for people who enjoy solving problems, thinking creatively, and turning ideas into reality.
Every month, we welcome thousands of international guests while continuing to launch new businesses throughout Japan.

< What You'll Do >
As a New Business Development Associate, you'll help turn ideas into successful businesses.
Responsibilities include:

- Research new market opportunities and customer trends
- Assist in launching new tourism businesses from concept to operation
- Coordinate with internal teams and external partners
- Help develop operational systems and workflows
- Improve customer experiences through continuous testing and iteration
- Support project management across multiple initiatives
- Analyze performance and recommend improvements
- Visit project sites and oversee launches
- Solve operational challenges as new businesses grow

This is a highly hands-on role. Some days you'll be in the office planning strategies;
other days you'll be visiting project sites, meeting partners, or helping launch new experiences.

< Why Join Mediabound? >

- Build Businesses from Scratch:
  -Few companies offer the opportunity to work on multiple "0→1" projects at this scale.
- Creativity Is Encouraged:
  -Your ideas matter. If you see a better way to do something, we want to hear it.
- Every Day Is Different:
  -This role combines strategy, operations, project management, and field execution.
- Work in a Global Environment:
  -Collaborate with an international team while creating experiences for visitors from around the world.
- Grow Your Career Quickly:
  -As a rapidly growing startup, high performers are given responsibility early and have opportunities to advance into leadership positions.

【Employment Type】
Permanent employee (Full-Time)

【Salary】
¥280,000–¥500,000 per month
*Salary based on experience and performance
*Annual performance bonus

【Working Hours】
In accordance with company regulations

【Work Location】
Shinjuku, Tokyo
*On-site

【Holidays & Leave】

- Paid annual leave
- Public holidays

【Benefits & Welfare】

- Social Insurance (Shakai Hoken)
- Employment Insurance (Koyo Hoken)
- Workers' Compensation Insurance (Rosai Hoken)
- Transportation expenses fully covered
- Partial housing support available
- Career development opportunities

Required Skills

If you're looking for a career where your work has visible impact, your ideas are valued, and your growth is limited only by your ambition, we'd love to meet you.
Apply today and help build Japan's next generation of unforgettable experiences.

【Required Qualifications】

- Fluent Japanese
- Business-Level English

【Ideal Candidate Profile】
We're looking for people who are:

- Positive and proactive
- Curious and eager to learn
- Comfortable with change and fast-paced environments
- Strong communicators
- Creative problem-solvers
- Excited to build something meaningful

*Experience is appreciated, but attitude, ambition, and willingness to learn are even more important.
If you're motivated, adaptable, and ready to grow, we'd love to hear from you.

Company Description