

PR/087630 | Business Development Consultant (Digital Identity / Financial Services) - Germany (m / f / d)

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1616096

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 12:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview
A leading global technology and information solutions company headquartered in Japan is preparing to expand its Digital Identity business in Europe.
The company is seeking an experienced freelance or contract-based Business Development Consultant to support market entry activities, customer engagement, and commercial strategy development within the European financial services sector. This is a unique opportunity to play a key role in shaping a new market initiative at an early stage, focusing on digital identity, compliance, customer onboarding, and regulatory technology solutions.

Responsibilities
- Drive business development activities across the European financial services market
- Identify and engage target customers, including:
  - Banks
  - Insurance companies
  - FinTech firms
  - Financial service providers
- Build relationships with key stakeholders within:
  - Compliance departments

    - Risk Management teams
    - AML / KYC functions
    - Regulatory Affairs teams

- Generate new business opportunities through proactive outreach and networking
- Arrange and participate in customer meetings, both online and in person
- Support development of go-to-market strategies for Europe
- Provide market intelligence, competitive insights, and customer feedback
- Develop and manage an opportunity pipeline
- Deliver regular progress reports and recommendations to the client

Requirements

- Fluent German and professional-level English
- Proven experience within the financial services industry
- Strong business development, sales, or consulting background
- Demonstrated ability to generate new business opportunities from scratch
- Existing network within banks, insurance companies, FinTechs, or financial institutions
- Strong understanding of regulatory and compliance-driven business environments

Preferred

- Consulting experience focused on financial institutions
- Expertise in AML, KYC, Compliance, Risk Management, or Regulatory Affairs
- Experience in RegTech, FinTech, or Digital Identity solutions
- Familiarity with European digital identity regulations and emerging Digital Wallet initiatives
- Experience supporting market entry projects or new business launches

Engagement DetailsContract Type
Preferred:

- Freelance Consultant

Also considered:

- Independent Contractor
- Fixed-term Contract

Potential for longer-term engagement depending on project success.
Workload

- Approximately 2 days per week
- Around 8-10 days per month
- Flexible working arrangement
- Start date: ASAP
- Preferred commencement: November 2026

Compensation

- €1,500 - €2,000 per day
- Higher rates may be considered for exceptional candidates with highly relevant industry expertise and networks

Why This Opportunity?

- Early-stage market entry project with significant strategic impact
- Opportunity to influence the growth of Digital Identity solutions in Europe
- High visibility with senior stakeholders
- Flexible consulting engagement
- Potential to evolve into a broader strategic leadership role as the European business develops

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