Business Development Manager – ADAS / AV, Tokyo

Job Information

Recruiter
Expert Executive Recruiters (EER Global)

Hiring Company
Expert Executive Recruiters

Job ID
1616548

Industry
Automobile and Parts

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

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Salary
10 million yen ~ 16 million yen

Refreshed
November 6th, 2026 07:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level (Amount Used: English usage about 25%)

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Our client is a global technology leader at the forefront of ADAS technology, developing advanced software, hardware, and computer vision technologies for autonomous driving and next-generation mobility.

With a strong global presence and technologies deployed at significant scale, the company is continuing to advance intelligent systems that bring autonomy into the real world. Its Japan organisation works closely with leading automotive customers and global engineering teams, playing an important role in the development and deployment of next-generation automotive technologies.

About the role:

The Business Development Manager will play a key role in managing and developing relationships with major automotive customers in Japan, acting as a trusted commercial partner and primary point of contact across key accounts. The role will focus on understanding customer priorities, strengthening long-term relationships, identifying opportunities for growth, and coordinating closely with internal teams to ensure customer needs are effectively addressed.

The successful candidate will bring strong OEM relationships, deep industry knowledge, and the ability to translate customer needs and market opportunities into new business. They will work closely with sales, marketing, and technical teams to support the company's growth in Japan.

Job Responsibilities:

- Nurturing relationships with existing key clients while identifying and establishing connections with potential new partners.
- Overseeing the planning and execution of business development projects, ensuring alignment with organisational goals and objectives.
- Facilitating regular face-to-face interactions with key clients, understanding their needs, and providing solutions aligned with the organisation's capabilities.

Driving new business opportunities by leveraging industry knowledge, market trends, and the organisation's technologies.

- Coordinating evaluation activities and demonstrations for customers, including product walkthrough sessions.
- Facilitating RFI/RFQ discussions, including deep-dive sessions on technologies and products.
- Conducting market analysis to identify potential growth areas and assess the competitive landscape.
- Developing strategies to position the organisation effectively within the market.
- Working closely with internal sales, marketing, and technical teams to ensure a seamless and collaborative approach to business development.
- Generating insightful reports on business development activities and regularly updating leadership on progress, challenges, and opportunities.

Required Skills

Requirements:

- MUST: Minimum 5 years of experience in a senior business development or account management or sales role in the ADAS/AV sector.
- Strong business relationships with key decision-makers across major OEMs — mandatory.
- Bachelor's degree in Business or a related field.
- Proven track record of successfully managing and expanding client relationships.
- Strong understanding of the ADAS/AV industry and relevant market trends.
- Ability to identify and develop new business opportunities.
- Ability to work independently and drive results in a dynamic and evolving environment.
- Willingness to travel frequently to meet clients and attend relevant industry events.
- Exceptional communication and interpersonal skills.

Company Description