



Business Development Manager

Job Information

Recruiter

JAC International Co., Ltd.

Hiring Company

A global leader in sustainable energy and electric mobility

Job ID

1617155

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

October 15th, 2026 15:16

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

In this position, you will drive business development for home energy products such as Powerwall and EV chargers. Specifically, we will steadily implement various projects targeting aggregators, power companies, local governments, etc., including formulating new business models such as VPP services and developing business partners. New business development involves various challenges, including technology, regulations, policies, and partner development. It requires the ability to visualize each of these aspects, clearly define what needs to be done, who to ask for help, and by when, in order to implement appropriate project management and stakeholder management. It is necessary to understand the Japanese business environment and business practices, and to explain the business situation to management with supporting data and figures, thereby making the position of the Japanese market in the global market visible.

Employee Benefits:

Health Insurance (健康保険)

Employees' Pension Insurance (厚生年金)

Employment Insurance (雇用保険)

Workers' Accident Compensation Insurance (労災保険)

Commuting Allowance (通勤手当)
 Annual Health Checkup (健康診断)
 Paid Annual Leave (有給休暇)
 Retirement Allowance / Corporate Pension (退職金・企業年金)

Required Skills

We will build and strengthen relationships with aggregators and retail electricity providers to create partnerships that deliver maximum value to customers with Tesla's home energy products.

In addition to the above-mentioned businesses, we will be involved in formulating strategies and business plans to promote the introduction of VPP services and other related services, targeting power transmission and distribution companies and local governments.

To promote the widespread adoption of related services, we will actively collaborate with policymakers, regulators, transmission and distribution companies, industry associations, and external stakeholders.

Regarding policy and regulatory issues, we will proactively communicate with internal teams (sales, external relations, operations, engineering, etc.) to promote effective collaboration.

I will stay informed about the latest industry trends and competitive information, report them to overseas members (APAC and US headquarters management) as needed, and propose sales strategies for Japan after identifying competitive advantages.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイエイシーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイエイシーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさらに的確にお答えするために、ジェイエイシーインターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介します。

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We provide specialized proactive recruitment support to multinational clients who are setting up new operations or are expanding existing business and seeking further growth in the Japanese market. As the first Japanese recruitment company to set up operations in the UK in 1975, understanding foreign cultures is second nature to us. With our extensive global network and historically leading position as recruitment consultancy to Japanese corporations, we have access to an unrivaled pool of bilingual Japanese and foreign professionals. Our professional consultants are experts in a range of industries and functions and all have extensive multicultural experience. Based on JAC's unique history, culture and market strength, JAC International was founded to provide dedicated support to our multinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment Co., Ltd.