

Business Development Manager / Director

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
A global leader in solar energy and energy storage solutions

Job ID
1617173

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 27th, 2026 23:00

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

Main Responsibilities
Conceptualize and execute on multi-channel campaigns across the prospect and customer lifecycle, ensuring the alignment of communications and messaging across all channels
Manage content and updates for customer and internal touch points, establishing budget guidelines, participating in events, documenting business processes, and providing additional sales support
Gather customer and market insights to inform outreach strategies, increase customer conversions, and generate more qualified leads
Identify effectiveness and impact of current business initiatives with tracking and analysis, and optimize accordingly

Employee Benefits:
Health Insurance (健康保険)
Employees' Pension Insurance (厚生年金保険)
Employment Insurance (雇用保険)
Workers' Accident Compensation Insurance (労災保険)
Paid Annual Leave (有給休暇)

Statutory Rest Days / Holidays

Required Skills

YOUR PROFESSIONAL BACKPACK:
Bachelor’s degree in business, marketing or related field. Master’s degree is a plus
Relevant professional experience, with at least multiple years in business development, commercial strategy, or marketing leadership roles, and proven experience leading teams or major market initiatives.
Solid experience in the Energy sector, particularly within renewable energy
Good understanding distribution channels/promoting campaigns
Experience developing marketing plans, in renewable energy area/on consumer product
Partnerships with cross-functional teams, influencing strategy and investment
Japanese ? English. Any other language will be an advantage
COMPETENCIES:
Excellent written and verbal communication skills
Strong project management, multitasking, and decision-making skills
Metrics-driven marketing mind with eye for creativity
Flexible and team-orientated
Strong interpersonal relationship skills

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いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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