



Business Development Manager

Job Information

Recruiter

JAC International Co., Ltd.

Hiring Company

Global Leader in Industrial Additive Manufacturing and Digital M

Job ID

1618914

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

October 22nd, 2026 17:50

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

As a Business Development Manager, you will drive the expansion of additive manufacturing adoption across strategic industries while developing new business opportunities and market growth initiatives.

This role combines business development, strategic consulting, market expansion, and customer engagement, working closely with customers, partners, and global stakeholders to advance the adoption of industrial 3D printing technologies and digital manufacturing solutions.

■Key Responsibilities

- Identify and develop new business opportunities within additive manufacturing markets.
- Support customers in defining and implementing additive manufacturing strategies.
- Develop strategic partnerships and strengthen relationships with key industry stakeholders.
- Collaborate with sales, engineering, and project teams to create customer-specific solutions and roadmaps.
- Conduct market analysis and identify growth opportunities in target industries.
- Promote thought leadership through industry events, conferences, and business development initiatives.
- Work closely with channel partners and internal teams to drive market adoption and business growth.

-Develop case studies, success stories, and reference projects to support future business development activities.

Employee Benefits:

- Competitive compensation package
- Performance-based bonus program
- Annual salary review
- Permanent employment
- Comprehensive social insurance coverage
- Opportunity to work at the forefront of industrial additive manufacturing innovation
- International and collaborative working environment
- Professional development and continuous learning opportunities
- Exposure to global customers, partners, and advanced manufacturing technologies
- Career growth opportunities within a global technology organization
- Smoke-free workplace
- Domestic and international business travel opportunities
- Overtime typically ranging from approximately 20?30 hours per month

Required Skills

- Bachelor's degree in Engineering, Business, or a related field.
- Minimum 3 years of experience within the metal additive manufacturing ecosystem, business development, advanced manufacturing, or related high-tech industries.
- Strong understanding of additive manufacturing technologies, applications, and market trends.
- Experience in market analysis, strategic planning, and business expansion initiatives.
- Experience managing projects and collaborating with cross-functional teams.
- Ability to engage in technical discussions regarding manufacturing systems, materials, and applications.
- Strong analytical, communication, and stakeholder management skills.
- Business-fluent Japanese and English communication skills.
- Willingness to travel domestically and occasionally internationally.

Company Description

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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.

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