

Offer Marketing & Channel Development Specialist, Digital Energy Business

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Driving Digital Energy, Smart Buildings, and Sustainable Infrast

Job ID
1618970

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ Negotiable, based on experience

Refreshed
November 19th, 2026 09:00

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

As an Offer Marketing & Channel Development Specialist, Digital Energy Business, you will play a key role in driving the growth of digital energy solutions while developing and expanding strategic channel partnerships.

This position combines offer marketing, business planning, channel development, and ecosystem management, working closely with internal teams, partners, and customers to accelerate business growth and strengthen market leadership.

■Key Responsibilities
-Drive the business performance of Digital Energy solutions and channel partner programs.
-Develop and execute go-to-market strategies, annual business plans, and growth initiatives.
-Manage product portfolio positioning, pricing, promotion, and channel strategies.
-Build and strengthen relationships with channel partners and ecosystem stakeholders.
-Support partner development through training, enablement, and joint business planning.
-Execute marketing campaigns and demand generation activities.
-Monitor business performance, forecasts, and pipeline development.
-Collaborate with global, regional, and local teams to drive successful business outcomes.

Employee Benefits:
-Competitive compensation package
-Performance-based incentive program
-Annual salary review
-Permanent employment
-Comprehensive social insurance coverage
-Opportunity to work in a high-growth Digital Energy business
-Exposure to smart buildings, energy management, sustainability, and digital infrastructure solutions
-International and collaborative working environment
-Professional development and career growth opportunities
-Opportunity to influence go-to-market strategy and channel ecosystem development
-Smoke-free workplace with designated smoking areas
-Overtime typically ranging from approximately 0?40 hours per month

Required Skills

-Bachelor's degree, preferably in Electrical Engineering or a related field.
-3?5 years of experience in Product Marketing, Offer Marketing, Sales Management, Business Development, or Channel Management.
-Proven experience driving business growth and managing commercial performance.
-Experience working with multi-tier channel and partner sales models.
-Understanding of Power Management Systems, Building Management Systems, Energy Management Solutions, or related technologies.
-Knowledge of industries such as Data Centers, Buildings, Healthcare, Energy, or Industrial Infrastructure.
-Business-level Japanese and English communication skills.
-Strong analytical, business planning, and stakeholder management skills.

Company Description

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