【外資系宇宙技術】グローバル営業リーダー｜キャリアパスあり

正社員登用の予定あり・技術職からのキャリアチェンジも歓迎

Job Information

Recruiter
Morgan McKinley

Job ID
1620949

Industry
Bank, Trust Bank

Job Type
Contract

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Post Grad Degree (PHD/MBA etc)

Visa Status
Permission to work in Japan required

Job Description

宇宙ビジネス、衛星通信技術、海外営業の分野で、グローバルなキャリアを築きませんか？

次世代の光通信技術を開発する日本発の宇宙テクノロジー企業にて、グローバル営業をリードしていただきます。

本ポジションでは、海外市場への事業展開を推進し、国際的なビジネスパートナーシップの構築や、新規顧客の開拓をリードしていただきます。最先端の衛星光通信技術、光通信ハードウェア、デジタルツインソリューションを世界市場に展開する重要な役割です。

技術職から海外営業・事業開発へのキャリアチェンジを希望する方も歓迎します。

ご興味のある方はお気軽にご相談ください。

主な職務内容

- **グローバル営業戦略の立案・実行**：海外市場での事業拡大に向けた営業・事業開発戦略を立案し、実行する。
- **新規事業・顧客の開拓**：新たなビジネス機会を発掘し、海外顧客や戦略的パートナーとの関係を構築する。
- **先端技術製品の営業推進**：光通信ハードウェアやデジタルツインソリューションの営業活動を主導する。
- **経営層との戦略協議**：経営幹部と直接連携し、事業戦略や市場拡大施策を推進する。
- **市場調査・競合分析**：市場動向や競合状況を分析し、新たな事業機会を特定する。
- **海外イベント・商談への参加**：国際的な業界イベント、カンファレンス、顧客との商談に参加し、企業を代表して活動する。
- **中長期的な事業計画の推進**：長期的な営業計画を支援し、グローバル市場での競争力とプレゼンスの強化に取り組む。

Are you passionate about space technology, satellite communications, and international business development? Join an innovative Japanese space technology startup pioneering next-generation optical communication solutions and help accelerate its expansion into global markets.

As a Global Sales Lead, you will play a key role in developing international sales strategies, establishing strategic partnerships, and introducing advanced satellite communication technologies to clients worldwide. Working directly with C-level executives, you will help shape the company's commercial direction while promoting innovative optical communication hardware and digital twin solutions.

This opportunity is ideal for experienced business development professionals or technically skilled candidates from aerospace, telecommunications, engineering, or related technology sectors who are looking to transition into commercial leadership. Previous sales experience is not essential for candidates with strong technical expertise and business development potential.

With the opportunity to progress into a VP of Sales position, this role offers a career path for professionals eager to combine technical innovation, international business, and strategic leadership.

Key Responsibilities

- Global Sales Strategy: Develop and execute international sales and business development strategies to expand the company's presence in global space technology and telecommunications markets.
- International Business Development: Identify new commercial opportunities, engage prospective international clients, and establish long-term relationships with strategic partners and technology providers.
- Space Technology Sales: Lead commercial activities for advanced optical communication hardware, satellite communication technologies, and digital twin solutions, translating complex technical capabilities into compelling business propositions.
- Executive Collaboration: Work directly with C-level executives to develop commercial strategies, identify growth opportunities, and support international market expansion.
- Market Research and Competitive Analysis: Analyse global aerospace, satellite communications, and telecommunications markets to identify emerging trends, potential customers, and competitive opportunities.
- Global Industry Representation: Represent the company at international aerospace conferences, technology exhibitions, industry events, and client meetings to strengthen brand awareness and develop business relationships.
- Strategic Partnerships: Build relationships with international aerospace companies, telecommunications providers, technology organisations, and other potential commercial partners.
- Long-Term Commercial Planning: Support strategic initiatives that strengthen the company's global positioning, commercial pipeline, and sustainable business growth.

Required Skills

必須条件 経験・資格：

- **技術分野の基礎知識**：宇宙産業、航空宇宙工学、物理学、または関連技術に関する基礎知識。
- **英語でのコミュニケーション能力**：海外顧客や関係者と自信を持って英語でやり取りできること。
- **技術への理解力**：技術製品、工学的な概念、または技術主導型の業界に関する理解。
- **事業開発への意欲**：営業・事業開発の専門性を身につけ、国際ビジネスの拡大に貢献する意欲。
- **国内外への出張対応**：業務上の必要に応じて、国内外への出張が可能であること。
- **営業未経験者も応相談**：技術知識が豊富で、営業・事業開発の適性がある方は、営業経験不問。

ソフトスキル：

- **対人関係構築力**：異なる文化や価値観を尊重し、良好な信頼関係を築く能力。
- **主体性・成果志向**：自ら課題や機会を見つけ、積極的に行動して成果につなげる姿勢。
- **適応力・柔軟性**：変化の速いスタートアップ環境に柔軟に対応できる能力。
- **国際的な関係構築力**：海外の新たな関係者と積極的に交流し、長期的なビジネス関係を築く力。
- **学習意欲・革新性**：継続的に学び、新しい技術やアイデアを取り入れる意欲。
- **自律性・責任感**：自ら責任を持って業務を推進し、独立して仕事を進める能力。

語学力：

- **日本語**： 流暢
- **英語**： ビジネスレベル以上

歓迎条件

- 海外営業、事業開発、戦略的パートナーシップの実務経験。
- 衛星通信、電気通信、光通信技術に関する知識。
- 電子通信機器や関連する工学技術の基礎知識。
- ITソリューション、クラウドコンピューティング、ソフトウェア技術への理解。
- 航空宇宙、衛星、防衛、先端製造業など、関連業界での経験。
- スタートアップや急成長中のテクノロジー企業での勤務経験。
- 海外の航空宇宙・宇宙技術分野における人脈やビジネスネットワーク。

採用企業について
日本発の革新的な宇宙テクノロジー企業。

次世代の宇宙インフラを支える先端光通信技術を開発しています。

ミッションは、航空宇宙工学、通信技術、デジタルイノベーションを融合し、宇宙空間における情報の伝送・管理のあり方を変革することです。

現在、積極的な海外展開を進めており、高度な専門知識を持つ技術チームとともに、最先端技術の開発に携わりながら、グローバルな宇宙産業における事業拡大に貢献できる貴重な機会があります。

まずは。その後、。

この求人がおすすめの理由
- **宇宙インフラ**の未来を支える光通信技術やデジタルツインソリューションを世界に発信する、やりがいのある仕事です
- 営業部門の上級管理職や**VP of Sales**へのキャリアパスあり
- 成長中のスタートアップで、**大きな裁量**をもって活躍できます
- **コアタイムなし**のフレックスタイム制
- 技術系人材も歓迎
- 6か月間の直接雇用契約から、実績に応じて正社員への登用を予定しています

Required Skills and QualificationsExperience:
- Foundational knowledge of the space industry, aerospace engineering, physics, telecommunications, or related technology sectors.
- Understanding of technical products, engineering principles, or technology-driven business environments, with the ability to communicate complex technical concepts to commercial stakeholders.
- Interest in developing expertise in international sales, global business development, and strategic partnerships.
- Ability and willingness to travel domestically and internationally for client meetings, industry conferences, and business development activities.
- Previous sales experience is not mandatory for candidates with strong technical knowledge, commercial aptitude, and the motivation to develop a career in business development.
- Ability to work in a rapidly evolving technology environment and contribute to the commercialisation of innovative products and solutions.

Soft Skills:
- Excellent interpersonal and relationship-building abilities, with confidence communicating across different cultures and professional backgrounds.
- Strong entrepreneurial mindset, with a proactive, results-oriented approach to identifying and pursuing business opportunities.
- Adaptability and flexibility to thrive in a fast-paced startup environment with evolving business priorities.
- Confidence engaging with international clients, senior executives, and potential strategic partners.
- Self-motivated attitude with a strong sense of ownership, independence, and accountability.
- Passion for continuous learning, technological innovation, and the commercial potential of emerging space technologies.
- Strong communication, negotiation, and stakeholder management abilities.

Language Requirements:
- Japanese: Fluent proficiency for communication with local stakeholders, internal teams, and Japanese business partners.
- English: Intermediate to business-level proficiency, with the confidence to communicate with international clients, develop professional relationships, and participate in global business discussions.

Preferred Skills & Qualifications
- International Sales and Business Development: Previous experience in overseas sales, B2B technology sales, international business development, or strategic partnership management.
- Satellite Communications and Space Technology: Knowledge of satellite communication systems, optical communications, aerospace technologies, or related telecommunications infrastructure.
- Technical and Engineering Knowledge: Familiarity with electronic communication equipment, engineering principles, or advanced hardware technologies.
- IT and Software Solutions: Understanding of IT solutions, cloud computing, software technologies, or digital twin applications.
- Industry Experience: Exposure to aerospace, satellite, defence, telecommunications, or advanced manufacturing industries.
- Startup Experience: Previous experience working in early-stage startups, high-growth technology companies, or entrepreneurial business environments.
- Global Industry Network: Established professional relationships within the international aerospace, satellite communications, or space technology ecosystem.
- Strategic Commercial Planning: Experience supporting market-entry strategies, international expansion initiatives, or the commercialisation of emerging technologies.

About the Company
Our client is an innovative Japanese space technology company specialising in the development of advanced optical communication solutions for next-generation satellite and space infrastructure.

Operating at the intersection of aerospace engineering, satellite communications, telecommunications, and digital innovation, the company is developing technologies designed to transform how information is transmitted and managed in space.

Its solutions include advanced optical communication hardware and digital twin technologies, supporting the evolution of global space communication infrastructure.

With ambitious international expansion plans and a highly specialised engineering team, the organisation is positioning itself within the rapidly developing global space technology industry.

The company offers a dynamic, entrepreneurial working environment where technology specialists and commercial professionals collaborate closely to bring innovative solutions to international markets.

Joining this organisation provides an opportunity to contribute to pioneering space technologies while helping establish the company's global commercial presence.

Why You'll Love Working Here

- Competitive Compensation: Competitive remuneration for a specialised international business development role in the space technology industry.
- Executive-Level Career Progression: Opportunity to develop towards senior commercial leadership, with potential advancement into a VP of Sales position as the company expands internationally.
- Cutting-Edge Space Technology: Represent innovative optical communication hardware, satellite technologies, and digital twin solutions that are shaping the future of global space infrastructure.
- Flexible Working Arrangements: Benefit from flexible working hours without fixed core hours, allowing greater autonomy in managing your schedule.
- International Travel Opportunities: Attend global aerospace conferences, technology exhibitions, client meetings, and industry events while building an international professional network.
- Direct Executive Collaboration: Work closely with C-level executives and contribute directly to the company's global business strategy and commercial expansion.
- Entrepreneurial Startup Culture: Join an agile, innovative organisation where individual contributions can directly influence business growth and strategic direction.
- Career Transition Opportunities: Technically skilled candidates from engineering, aerospace, telecommunications, or related industries are encouraged to apply, even without previous sales experience.
- Comprehensive Employee Benefits: Japanese social insurance coverage, paid annual leave, and additional seasonal holidays.
- Potential Permanent Employment: Begin with a 6-month direct contract, with the possibility of transitioning to full-time permanent employment based on performance.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。