

Senior Contract Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
BESS Developer

Job ID
1621458

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ Negotiable, based on experience

Refreshed
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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

Commercial Negotiation & Contract Management
Support the negotiation and execution of key commercial agreements with customers, project partners, contractors, investors, and service providers.
Lead selected transactions or contracts independently, including negotiation strategy development, internal approval coordination, commercial discussions, and transaction closing.
Analyze and negotiate key commercial terms, including pricing, payment structures, performance obligations, liabilities, warranties, termination provisions, and project schedules.
Ensure contractual arrangements align with company objectives, profitability targets, and risk management requirements.
Coordinate closely with legal, finance, development, and project execution teams throughout the contracting process.
Project Pipeline & Stakeholder Management
Collaborate with internal teams across project development, project delivery, legal, M&A, asset management, and finance functions to monitor project progress and address critical issues.
Maintain accurate project pipeline information and support management reporting, forecasting, and executive presentations.
Track project milestones, contractual obligations, approval requirements, and execution risks across multiple projects.
Facilitate cross-functional decision-making and drive resolution of commercial and operational challenges.

Escalate critical issues and recommendations to senior management when necessary.
Strategic Initiatives & Market Intelligence
Conduct market research and competitive analysis across energy transition and infrastructure sectors.
Monitor industry trends, regulatory developments, government incentives, and emerging technologies.
Support the evaluation and development of new business opportunities in both domestic and international markets.
Contribute to strategic initiatives related to renewable energy, energy storage, low-carbon technologies, power infrastructure, digital infrastructure, and other emerging sectors.
Key Accountabilities
Develop and execute commercial strategies for assigned projects and transactions.
Lead negotiations and stakeholder discussions within delegated authority levels.
Assess and communicate project commercial risks, financial implications, and execution feasibility.
Identify critical issues proactively and drive timely resolution across stakeholders.
Represent the commercial function in meetings and negotiations when delegated by senior management.
Support successful project development, transaction execution, and long-term value creation.

Employee Benefits:
Health Insurance Employees' Pension Employment Insurance Industrial Injury Insurance

Required Skills

Proven experience in commercial management, business development, project investment, or related functions within the energy, infrastructure, or adjacent sectors.
Demonstrated experience leading or playing a key role in complex contract negotiations involving multiple stakeholders and counterparties.
Strong coordination and stakeholder management skills, with the ability to work effectively across legal, finance, engineering, project development, and other specialist functions.
Native or business-level Japanese communication skills, including negotiation and document drafting capabilities.
English proficiency sufficient for contract negotiations, business discussions, and cross-border stakeholder engagement is highly desirable.
Prior experience or knowledge of renewable energy projects, particularly utility-scale solar PV projects, is preferred.
Familiarity with energy transition sectors such as battery energy storage systems (BESS), wind power, hydrogen, ammonia, carbon capture and storage (CCS), transmission infrastructure, or other emerging energy technologies would be an advantage.

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.

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