Senior Manager, Physical AI - Manufacturing

Bring robotics and AI to factories

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Job ID
1623241

Industry
Business Consulting

Job Type
Permanent Full-time

Location
Kanagawa Prefecture

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
None

Minimum Education Level
High-School

Visa Status
No permission to work in Japan required

Job Description

Location Kawasaki or Tokyo, Japan

Job Type Permanent full-time

Work Style Hybrid and flexible

Career Level Senior Manager

English Conversational

Japanese Native-level proficiency preferred

Visa Sponsorship Available

Develop new Physical AI services for manufacturing clients. You will work with researchers, robotics partners and client teams to test how robots and enterprise systems can work together, then turn validated use cases into services customers can adopt.

Responsibilities

- Identify manufacturing challenges, define use cases and develop service and business plans.
- Select robotics and technology partners and coordinate proofs of concept, including validation criteria and success metrics.
- Develop customer proposals and implementation roadmaps, and support sales discussions.
- Manage projects across internal and external teams and share findings at industry events.

Work Conditions

- Client visits and business travel may be required.
- Relocation and visa sponsorship support are available.

Apply through CareerCross.

Required Skills

Required Qualifications

- Experience helping launch a new business, service or solution.
- Knowledge of manufacturing and factory operations, with relevant work or project experience.
- Basic AI knowledge and experience applying AI to service planning, process improvement, proofs of concept, implementation or client proposals.
- Experience taking ownership of a project while coordinating internal and external stakeholders.

Preferred Qualifications

- Manufacturing engineering, factory automation, equipment implementation or process improvement experience.
- Experience with industrial or collaborative robots, autonomous mobile robots, or automated guided vehicles.
- Experience with edge AI, image or sensor data, or integrating equipment with MES, ERP or WMS.
- Experience building AI or robotics proofs of concept, commercializing services or forming partner alliances.

Company Description

Confidential client