



## 【Business Development Manager】 Robotics Market Leader

### 募集職種

人材紹介会社  
株式会社SPOTTED

求人ID  
1460136

業種  
その他（メーカー）

雇用形態  
正社員

勤務地  
愛知県

給与  
650万円 ~ 1200万円

更新日  
2026年06月03日 03:00

### 応募必要条件

職務経験  
1年以上

キャリアレベル  
中途経験者レベル

英語レベル  
流暢

日本語レベル  
ネイティブ

最終学歴  
大学卒：学士号

現在のビザ  
日本での就労許可が必要です

### 募集要項

This International Robotics company has been operating for 5+ years in Japan with remarkable success in the automotive industry among others, thanks to the strong branding and popularity of the company.

Thanks to a strong global presence and a vast network of distributors all over the world, their robotics are perceived as a high quality product also in Japan. Therefore, they are looking for a Channel Development Manager to keep penetrating different markets and expand their presence all over Japan.

The Channel Development Manager is responsible for the promotion and marketing via specific channels, in cooperation with other personnel, such as marketing and sales employees.

This is a unique opportunity to boost your career in a rapidly growing industry that represents the future of automation and

manufacturing.

**Responsibilities:**

- Identify, develop, and expand relationships with business partners.
- Develop and implement strategic plans to meet business goals.
- Negotiate contracts and close deals with partners.
- Work closely with the sales and marketing teams to ensure business goals are met.
- Identify and reach out to potential partners.
- Develop plans to increase revenue.

**Qualifications**

- A bachelor's degree in business or a related field.
- At least 5 years of experience in channel development or a related role.
- Strong understanding of the market and industry trends.
- Excellent communication and negotiation skills.
- Ability to work in a fast-paced environment.
- Strong strategic planning and management skills.
- Japanese Native and Fluent English proficiency

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会社説明