



【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02月11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

会社説明