



Business Development Manager 2+ Yrs Exp in Digital Marketing

30+ Free Programs to Boost Your Skills!

募集職種

採用企業名

Adtech Innovation 株式会社

求人ID

1501180

業種

その他（広告・PR・メディア）

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 1000万円

更新日

2025年07月18日 04:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

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

Company Overview

Founded in 1996, we are a leading digital marketing agency in Asia with over 10 local offices across Mainland China, Macau, Taiwan, Japan, Singapore, Malaysia, Thailand, and Vietnam.

We specialize in performance-driven digital marketing services, including:

- SEM / SEO
- Social Media Marketing
- Influencer & Content Marketing
- Display & Video Ads
- Programmatic Advertising

With a client base of over 2,500 companies across industries such as e-commerce, gaming, education, IT, finance, travel, FMCG, fashion & beauty, and healthcare, we support business expansion into both Chinese and global markets. Our Japan office has a diverse, multinational team and a startup-like atmosphere. We offer a highly collaborative, multilingual (Japanese/Chinese/English) environment where team members are encouraged to grow, take initiative, and support each other's career development.

Job Summary

You will be responsible for identifying and acquiring clients interested in both Japanese and international markets, promoting our innovative digital marketing solutions. The main goal is to grow our presence and success in the Japanese market through strategic ad sales and partnerships.

Key Responsibilities

- Discover and develop new business opportunities to drive revenue growth
- Promote and sell digital marketing solutions to partners and agencies
- Plan and attend sales meetings with potential and existing clients
- Build and maintain strong relationships with key business partners
- Conduct market research and create integrated media plans based on client needs
- Collaborate with international teams to support regional marketing strategies
- Perform other administrative tasks as assigned

Why Join Us?

- **Autonomy & Responsibility:** Work in a flat organization where your ideas matter
- **Growth Opportunities:** Work with clients across industries and broaden your sales expertise
- **Global Team:** Collaborate with teams across Asia and gain market insights
- **Skill Development:** Access to extensive training from platform partners and 30+ self-learning programs

About AdTechinno

Established in 2019, AdTechinno is a subsidiary of AsiaPac, specializing in cutting-edge web marketing technology, AI, and big data solutions. Our mission is to empower companies with innovative tools to succeed in the digital marketing landscape.

スキル・資格

Requirements / Qualifications

- **2+ years of hands-on experience** in performance marketing (SEM/SEO) or a related field
- Proven **sales experience with Google Ads and Meta Ads** (Facebook/Instagram) or OOH/DOOH field
- Track record of **successful client acquisition and business development** in the Japanese market
- Strong expertise in creating digital marketing proposals and **developing media strategies** (social channels, influencer marketing, ads, OOH, etc.)
- Excellent presentation skills and ability to **close deals efficiently**
- Experience managing **international marketing strategies** is a plus
- **Fluent in Japanese** and proficient in **business-level English or Mandarin (Chinese)**

Employment Details

- **Employment Type:** Full-time, permanent
- **Probation Period:** 3 months (no changes in terms)
- **Annual Salary:** ¥6,000,000 – ¥10,000,000
- **Monthly Salary:** ¥500,000 – ¥833,333 (12-month split)
- **Salary System:** Monthly base (no bonus/commission mentioned)
- **Working Hours:**
 - **Flexible Hours (Flextime)**
 - Start time: Between 8:30–10:00
 - End time: Between 17:30–19:00
 - **Core Working Hours:** None
 - Break: 60 minutes
 - **Working Style:** Minimal overtime, direct client visits OK, **work-life balance prioritized**
- **Holidays:**
 - Full 5-day work week (Saturday/Sunday off)
 - Japanese national holidays off
- **Social Insurance:**
 - Health Insurance
 - Pension
 - Employment Insurance
 - Workers' Compensation
- **Retirement Benefit:** Not provided
- **Side Jobs:** Not permitted

No dual employment contracts allowed

会社説明