



[Creative Media | Diverse Team] Business Development Manager

Work w/major clients: Audi, Netflix, etc !

募集職種

採用企業名

Wild Tame株式会社

求人ID

1557518

業種

広告・PR

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

(ほぼ) 全員外国人

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

600万円 ~ 経験考慮の上、応相談

ボーナス

固定給+ボーナス

勤務時間

8

休日・休暇

All Japanese national holidays + 10 days in first year

更新日

2025年09月30日 02:00

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

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

Location: Tokyo, Japan

About Us

We are a fast-growing creative agency and video production company based in central Tokyo. Our team works with global and domestic clients to craft engaging stories through branded content, commercials, corporate films, and creative campaigns. With an international team and diverse clientele, we are seeking a motivated **Business Development Manager** who can help us grow in the Japanese market and expand our international collaborations.

Role Overview

The **Business Development Manager** will play a key role in identifying new business opportunities, building strong client relationships, and representing our agency in both Japanese and English. In this role, you will reach out to potential clients to offer solutions for increasing their brand awareness and drive their growth through creative media and online advertising.

Client Acquisition & Relationship Building

- Identify and pursue new business opportunities with Japanese and international companies.
- Build and maintain strong, long-term relationships with clients and partners.
- Act as the first point of contact for potential clients, ensuring professional communication in both Japanese and English.
- **Market Development & Strategy**
 - Research and analyze trends in Japan's advertising, creative, and video production markets.
 - Understand the room for growth in the prospective client's branding and offer them potential solutions for brand awareness+media presence
 - Develop strategies to grow the agency's presence in Japan and abroad.
 - Work with leadership to refine service offerings and position our agency competitively.
- **Proposal & Pitch Management**
 - Collaborate with creative and production teams to prepare proposals, presentations, and pitch materials.
 - Translate and adapt materials for Japanese and English-speaking clients.
 - Lead or support pitch meetings, negotiating contracts and closing deals.
- **Project Onboarding Support**
 - Work closely with project managers to ensure smooth handover from sales to production.
 - Maintain clear communication with clients during early project stages.

スキル・資格

Requirements

- Native-level Japanese and fluent English (both written and spoken).
- Proven experience in **business development, sales, or client relations**, ideally within advertising, marketing, creative industries, or media production.
- Knowledge and experience in company/product branding
- Experience with consulting clients about their growth potential, specifically through media storytelling or digital advertising
- Strong communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Familiarity with contracts, budgets, and client-facing documentation is a plus.
- Passion for creativity, design, and storytelling through video/visual content.

What We Offer

- A dynamic, multicultural team environment in the heart of Tokyo.
- Opportunity to work with leading Japanese and international brands.
- Competitive salary with performance-based incentives.
- Career growth opportunities in a growing creative agency.
- Flexible and creative workplace culture.

会社説明