Business Development Manager, AWS Ecosystem

Hybrid | Global company | Permanent role

募集職種

人材紹介会社
ハイテックジャパン株式会社

採用企業名
Fast growing global IT consulting firm

求人ID
1557540

業種
ITコンサルティング

会社の種類
外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
1800万円 ~ 2500万円

更新日
2026年11月15日 04:00

応募必要条件

職務経験
10年以上

キャリアレベル
エグゼクティブ・経営幹部レベル

英語レベル
ビジネス会話レベル

日本語レベル
流暢レベル

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

Role:

- Lead the business development activity and go to market for AWS business unit for Japan
- Manage and be measured on short-term revenue-goals, medium term GTM/ Deals wins and long-term business development activities including regional alliances, marketing and strategic initiatives.

スキル・資格

- Should have 5+yrs of prior experience working within AWS or with AWS in the capacity of a partner development manager.
- Should be familiar with AWS business models such as EDP, SPP, EBC, SCA, MDF etc. in the Japan market and know how to use it for the benefit.
- Should have worked in Japan market for at least 12-15yrs with enterprise customers preferably in the Manufacturing, Hi Tech, Semicon and Automobile industry.
- Should have strong understanding in either of the fields – Infrastructure, Applications Engineering or Data. With working knowledge in others.
- Should be at least an AWS certified Solutions Architect – Associate and be familiar with latest technology and offerings from AWS.

会社説明