

# 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

2025年11月28日 15:00

## 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

## 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.

- 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