



## 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05月01日 05:00

### 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.

### 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 12-15 yrs 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.

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会社説明