BUSINESS DEVELOPMENT MANAGER (TOKYO)

募集職種

採用企業名
株式会社イントラリンク

求人ID
1577933

業種
ビジネスコンサルティング

雇用形態
正社員

勤務地
東京都 23区

給与
600万円 ~ 700万円

勤務時間
In accordance with company regulations

休日・休暇
In accordance with company regulations

更新日
2026年11月10日 03:00

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
流暢レベル

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

≪Job Description & Position Highlights≫

- Business development and sales promotion for overseas tech companies entering the Japanese market
- The rewarding challenge of advancing cutting-edge technology implementation in Japan
- Growth opportunities leading overseas startups' expansion into Japan
- Annual salary: ¥6-7 million / Flexible work arrangements and growth opportunities available

【Job Responsibilities】
Are you interested in innovation and new technologies?
Are you keen to play a part in people and ideas coming together to create a self-driving car, a fuel cell, or a life-saving medical device?
Do you want to help international entrepreneurs bring their ideas to life with some of the largest brands in Asia, and play a

role in helping Asian corporations to digitalise and decarbonise their operations?
If that's yes to all three, you may be who we are looking for to join our team.
You'll work alongside a diverse group of 180+ business development consultants with a deep specialism in international markets. Over 35 years in the business, we've helped more than 1,500 western tech startups and scaleups establish and grow in Japan, China, Korea, Taiwan and Southeast Asia – generating upwards of $800+ million in revenues for our clients.
We're focused on the technologies and ideas that are helping to solve the world's social and economic challenges. And looking for individuals with experience in software, energy, material tech, industrial and automotive solutions to join our team in Tokyo.
So, if you think you're up for the challenge, read on – and apply.

■What you'll be doing:
You'll be working with our international clients from high-growth sectors such as renewable energy, hydrogen, robotics, material science, cloud solutions and industrial hardware.
You'll be the on-the-ground extension of your clients' business development departments, with an overarching goal of developing and implementing the right growth strategy in the Japanese market.
You'll be managing the entire sales and licensing cycle – from initial lead generation to outreach, negotiation, closing deals, and account management.
In your day-to-day, you'll be identifying, meeting, pitching to and gathering crucial feedback from your clients' potential customers and partners in Japan, developing a sales funnel and fine-tuning the market strategy.
You'll be working closely with your clients and providing them with key progress indicators in the form of meeting notes, reports, and sync calls.
When the time is right, you will arrange for your clients to visit Japan. You'll be their local expert– taking them to key customer meetings, interpreting and providing the incredibly important cultural context to business conversations.
Through all this, you'll learn about consulting and get first-hand experience in making international business happen.

■What you'll be getting:

- Competitive salary (range JPY 6-7m) and vacation, plus flexible working arrangements
- Opportunities for growth and advancement within the company
- On-the-job experience across multiple industries, working at the forefront of technological development and sustainable innovation with western startups and Asian tech giants
- A chance to sharpen your sales and business development skills by learning from best- in-class salespeople and business builders
- An opportunity to make a difference by enabling innovation through international collaboration

【Employment Type】
Permanent employee

【Salary】
JPY 6-7m

【Working Hours】
In accordance with company regulations

【Work Location】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

スキル・資格

【What you'll need】

- Full professional proficiency in spoken and written Japanese and English
- Minimum of three years' experience working in Japan
- Degree in business/law/engineering/science or experience working in business development/engineering/technical roles in software, energy, materials, automotive or industrial sectors
- Desire to work in business development and sales
- The ability to quickly grasp new concepts and communicate that knowledge to stakeholders

If that sounds like the career path for you, apply below and we hope to see you at an interview soon.

会社説明