



English Speaking Business Development Manager

募集職種

人材紹介会社

株式会社PROGRE

採用企業名

Deep-tech startup company specializing in geospatial big data wi

求人ID

1578218

業種

インターネット・Webサービス

会社の種類

中小企業 (従業員300名以下)

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

600万円 ~ 1000万円

勤務時間

フレックスタイム制 (標準労働時間8時間/日、コアタイム11:00~15:00)

休日・休暇

土日祝日、年末年始および会社指定日

更新日

2026年04月14日 10:01

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 (英語使用比率: 75%程度)

日本語レベル

基礎会話レベル

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

Job Summary

This is a core leadership position within the International Domain.

You will lead international projects centered on multilateral organizations, ODA initiatives, and overseas government engagements. Beyond delivering projects successfully, you will connect outcomes to solution development and business expansion.

Working closely with Account Managers, you will take ownership from project acquisition (including public tenders and ODA programs) through project execution, solution design, and next-phase proposals—driving both “0→1” and “1→10” growth in the International Domain.

Job Responsibilities

1. International Project Management

- Lead projects for international organizations, ODA programs, and overseas governments
- Develop and manage project plans (structure, timeline, budget)
- Coordinate internal teams (researchers, engineers, PdMs) and external partners

2. Solution Design & Development

- Design solutions leveraging data, AI, and geospatial technologies
- Structure reusable frameworks based on project outcomes
- Translate deliverables into scalable solution concepts

3. Business Expansion & Proposal Development

- Develop next-phase proposals based on project achievements
- Support solution sales activities in collaboration with Account Managers
- Organize knowledge for horizontal deployment across countries and projects

Example Projects

- **International Organization / ODA Projects**
 - Data-driven urban development, infrastructure, and reconstruction support
 - Policy and investment decision-support analytics
- **Overseas Government Projects**
 - Urban planning and transportation policy using mobility and urban data
 - Transition from pilot projects to full-scale implementation
- **Solution Development & Replication**
 - Conceptualizing new solutions based on project achievements
 - Structuring reusable models for multi-country deployment

スキル・資格

Required Qualifications

- Project management experience in international projects
- Experience in business planning, business design, or equivalent strategic roles
- Experience coordinating multiple stakeholders (international organizations, governments, corporations)
- Professional-level English proficiency (meetings, documentation, negotiations)
- Conversational Japanese such as JLPT N3-N4 level

Preferred Qualifications

- Large-scale project management experience in consulting firms
- Experience in solution sales or solution engineering
- Experience in international development, public-sector, or ODA projects
- Experience scaling project outcomes into services or business lines
- Business level Japanese

Ideal Candidate Profile

- Motivated not only to complete projects but to expand them into future opportunities
- Passionate about translating advanced technology and data into societal impact
- Able to structure complexity and drive progress in uncertain environments
- Interested in building the long-term foundation of the International Domain

会社説明