



Vice President, Business Development - BFSI

Executive to establish new business unit

募集職種

人材紹介会社

PEAK Recruitment Japan株式会社

採用企業名

A tech company that is expanding in Japan and increasing business

求人ID

1583699

業種

その他 (コンサルティング・工業)

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区, 港区

給与

2000万円 ~ 3500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2026年04月20日 03:00

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

- Architect and execute a comprehensive go-to-market strategy specifically for the Japanese BFSI sector, aligning local initiatives with the company's global capabilities.
- Identify, prospect, and close high-value partnerships with domestic retail/investment banks, cryptocurrency exchanges, and

insurance providers to achieve an individual annual target of €3M.

- Cultivate a "C-suite" network within prominent Japanese brands, acting as a trusted advisor to navigate the digital transformation and BPO outsourcing lifecycle.
 - Evangelize the benefits of offshore and nearshore delivery models to domestic clients, tailoring complex solutions that balance cost-efficiency with Japan's high quality and security standards.
 - Collaborate with global delivery teams to ensure that proposed solutions are operationally sound across diverse geographic locations and compliant with strict financial regulations.
 - Work seamlessly with regional leadership and international teams, traveling as necessary to align resources and share best practices that drive local success.
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スキル・資格

- 10+ years of senior sales or business development experience specifically within the BFSI sector. Deep knowledge of Japanese financial regulations and market trends is non-negotiable.
 - Proven track record in the Business Process Outsourcing (BPO) or professional services industry, with a sophisticated understanding of how to sell intangible, complex solutions.
 - A demonstrated ability to open doors at the enterprise level and a history of hitting or exceeding multi-million Euro individual sales targets.
 - Experience selling or managing offshore delivery solutions, with the ability to articulate the value proposition to a traditionally domestic-focused Japanese client base.
 - Native-level Japanese is required to build trust with local institutions, complemented by business-level English to collaborate within the global ecosystem.
 - A mindset geared toward building new business practices from scratch and a willingness to travel domestically and internationally to drive regional outcomes.
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会社説明