



Business Development Manager – Japan (Travel Partnerships)

Global Cross Functional Collaboration

募集職種

採用企業名

Headout Inc

求人ID

1586154

業種

旅行・観光

雇用形態

正社員

勤務地

日本

給与

650万円 ~ 800万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

更新日

2026年06月24日 14:00

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

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

Company: Headout Inc.

Location: Japan (Remote available / Tokyo preferred)

Employment Type: Full-time, Permanent

■ About the Company

Headout is a global marketplace for real-life experiences, offering tours, attractions, and activities across 100+ cities worldwide.

We serve millions of customers from over 196 countries and continue to grow rapidly.

We are now expanding our presence in Japan and are looking for a Business Development Manager to drive partnerships and growth in the market.

■ Responsibilities

You will be responsible for business development and partnership growth in the Japan market.

- Identify and onboard new partners (tour operators, attractions, activity providers)
- Build and manage relationships with existing partners to drive revenue growth
- Negotiate commercial agreements and close new deals
- Conduct market research and competitor analysis to inform strategy
- Collaborate with internal teams (Product, Marketing, Operations) to execute partnerships
- Drive expansion and revenue growth in the Japan market

スキル・資格

[Required]

- 3+ years of experience in business development, B2B sales, or partnerships (early-mid career candidates welcome!)
- Native-level Japanese and business-level English
- Strong communication and negotiation skills

[Preferred]

- Experience in travel, OTA, marketplace, or SaaS industries
- Experience working in a startup or launching new business initiatives
- Experience using CRM tools and data analysis

■ Why Join Us?

- Opportunity to play a key role in expanding the Japan market
- Work closely with global teams across APAC and Western markets
- High ownership and fast-paced environment
- Opportunity to use and develop English in a global business setting

■ Working Conditions

- Working hours: Flexible (details to be discussed during interview)
- Remote work: Available
- Social insurance: Provided
- Visa support: Available depending on candidate situation

会社説明