



## 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～経験考慮の上、応相談

##### 歩合給

給与：歩合給込み

##### 更新日

2026年06月03日 02:00

#### 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

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#### スキル・資格

[Required]

- 3+ years of experience in business development, B2B sales, or partnerships
- 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

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#### 会社説明