



Partner Alliance Manager

Digital Marketing/SaaS

募集職種

人材紹介会社

PEAK Recruitment Japan株式会社

求人ID

1586753

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) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1300万円 ~ 2000万円

ボーナス

固定給+ボーナス

更新日

2026年05月13日 07:00

応募必要条件

職務経験

6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

ネイティブ

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

Partner Alliance Manager (Japan) – Digital Marketing / SaaS

About the Company

A global technology company providing a leading customer data and AI platform that helps enterprises improve marketing performance, customer engagement, and operational efficiency. The business is evolving beyond traditional data platforms into AI-driven marketing solutions.

Role Overview

We are looking for a **Partner Alliance Manager** to drive growth through strategic partnerships with advertising agencies and digital marketing partners in Japan.

This role acts as a **business driver**, working closely with partners to generate revenue, build joint solutions, and expand market presence.

Key Responsibilities

- Develop and execute **partner strategy** and long-term collaboration plans
- Drive **pipeline generation and revenue** through partner channels
- Lead **co-selling activities** with partners
- Build strong relationships with **senior stakeholders (CXO level)**
- Create and execute **go-to-market (GTM) initiatives** with partners
- Identify new opportunities to leverage **data and AI solutions in marketing**

Working Style

- Tokyo-based role
- Office presence required (5 days per week)

スキル・資格

Requirements

- 5+ years of experience in **business development, alliances, or enterprise sales** (SaaS, IT, advertising, or consulting)
- Experience working with or managing **agency / partner ecosystems**
- Strong understanding of **digital marketing** (performance marketing, CRM, data utilization, etc.)
- Ability to **own strategy and execution end-to-end**
- Experience influencing or working with **senior stakeholders**
- Japanese (native level) and English (business level or above)

Ideal Profile

- Strong commercial mindset
- Comfortable working with partners and driving revenue
- Hands-on and proactive
- Able to operate in a fast-moving, evolving tech environment

会社説明