



## ビジネスデベロップメントマネージャー（コレクタブル部門・日本） Business Development Manager

### 募集職種

#### 人材紹介会社

Expert Executive Recruiters (EER Global)

#### 採用企業名

Expert Executive Recruiters

#### 求人ID

1591051

#### 部署名

Online Collectables Marketplace - オンラインコレクタブルマーケットプレイス

#### 業種

その他（流通・小売・物流）

#### 会社の種類

中小企業 (従業員300名以下) - 外資系企業

#### 外国人の割合

外国人 半数

#### 雇用形態

正社員

#### 勤務地

日本

#### 給与

600万円 ~ 750万円

#### 更新日

2026年05月01日 23:35

### 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

日常会話レベル (英語使用比率: 50%程度)

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

専門学校卒

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

#### About the Company

Our client is a fast-growing, global online marketplace specializing in the buying and selling of unique and special objects. Each week, over 100,000 items are auctioned across 80+ categories, all curated by in-house experts. With millions of objects sold to date, our mission is to become the world's most popular destination for exceptional items. This is a diverse,

inclusive, and purpose-driven scale-up with a strong culture of ownership, adaptability, and customer passion.

### Your Mission

Drive the growth of the Collectables business in Japan by building a strong pipeline of high-quality sellers. You will identify, engage, and onboard sellers — turning them into active, scalable partners who contribute to sustainable revenue growth. You'll serve as the first point of contact for new sellers, ensuring a smooth onboarding experience before transitioning them to Account Management.

### What You'll Do

- Build and nurture relationships with new sellers to expand the Collectables network in Japan
- Identify, qualify, and develop leads through calls, emails, field visits, fairs, and collaboration with category experts
- Reactivate high-potential dormant sellers and engage organic sign-ups to generate new opportunities
- Qualify inbound leads using data insights and sales tools to prioritise high-impact opportunities
- Deliver a smooth pre- and post-sales onboarding experience for new sellers
- Select and grow high-potential sellers and transition them to Account Management
- Collaborate with Account Managers to define and support growth plans for onboarded sellers

### How We Work

- Close collaboration with category experts across Collectables segments
- Cross-functional work with Account Management post-onboarding
- Data and sales tooling to guide prioritisation and decisions
- A blend of remote work and regular in-person field visits and events

### What's on Offer

- Visible impact in a global organisation at scale
- Learning & Development programmes with clear progression paths and mentorship
- A passionate, diverse team of 800+ employees across 60+ nationalities
- Inclusive, welcoming culture where everyone is encouraged to bring their full self to work
- Competitive benefits package including welcome and birthday vouchers, extra annual leave for milestone events, and a dedicated day each year to pursue a personal passion

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## スキル・資格

### What You'll Bring

- Proven track record in sales with consistent target achievement
- Strong networking skills with the ability to build relationships with sellers, manufacturers, and distributors
- Solid negotiation skills and the ability to close deals effectively
- Data-driven mindset with strong problem-solving capabilities
- Genuine interest in online marketplaces, reuse/resale markets, or collectables
- Willingness to travel regularly within Japan
- Fluency in Japanese and business-level English

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## 会社説明