Business Development Director

> **Shape the future of digital advertising**

募集職種

人材紹介会社
SThree株式会社

求人ID
1607077

業種
その他（金融）

雇用形態
正社員

勤務地
東京都 23区

給与
2000万円 ~ 3000万円

勤務時間
Working Hours: 9:00 AM - 6:00 PM Location: Tokyo (Hybrid)

更新日
2026年11月02日 06:00

応募必要条件

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
ネイティブレベル

日本語レベル
流暢レベル

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

The Trade Desk is one of the world's leading independent advertising technology companies, helping brands and agencies leverage data, AI, programmatic advertising, Connected TV (CTV), Retail Media, and digital media solutions to drive better business outcomes.

As a **Business Development Director**, you will be responsible for developing and growing strategic partnerships with major agency groups and key industry stakeholders across Japan. This is a highly strategic, relationship-driven role focused on long-term business growth, executive engagement, and joint business planning rather than traditional cold-hunting sales.

You will work closely with senior leaders across agencies, advertisers, and internal teams to identify growth opportunities, strengthen partnerships, and accelerate adoption of The Trade Desk's solutions across the advertising ecosystem.

Key Responsibilities

- Build and manage executive-level relationships with strategic agency partners
- Develop and execute joint business plans with key stakeholders
- Identify growth opportunities across agency and advertiser portfolios
- Drive adoption of The Trade Desk's advertising solutions
- Collaborate with sales, marketing, product, and leadership teams
- Represent The Trade Desk at industry events and executive meetings
- Act as a trusted advisor on advertising, media, data, CTV, Retail Media, and industry trends

- Support long-term commercial growth initiatives across the Japan market

Requirements

- Experience within digital advertising, adtech, media, or agency environments
- Experience developing strategic partnerships or agency relationships
- Strong executive stakeholder management skills
- Commercial mindset with experience driving business growth
- Experience working with major agency groups such as:
  - Dentsu
  - Hakuhodo
  - WPP / GroupM
  - Publicis
  - Omnicom
  - IPG
- Business-level Japanese and English

Ideal Background

- Agency Development Director
- Business Development Director
- Agency Partner
- Agency Lead
- Strategic Partnerships Director
- Client Partner Director
- Industry Lead

From companies such as:

- Google
- Amazon Ads
- Meta
- TikTok
- Criteo
- DoubleVerify
- IAS
- Taboola
- Teads
- Yahoo Japan
- Major agency holding groups

スキル・資格

・ Proven experience selling to, partnering with, or managing major global agency holding companies
・ Existing relationships with agency groups such as:
- WPP / GroupM
- Omnicom
- Publicis
- IPG
- Dentsu
- Hakuhodo
・ Strong understanding of the advertising, media, and adtech ecosystem
・ Experience driving strategic partnerships, joint business planning, and commercial growth
・ Executive stakeholder management experience
・ Business-level Japanese and English

会社説明

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