



## Global Lifecycle Service Business Manager

Global | Automation | APAC Exposure

### 募集職種

人材紹介会社

Hire Pundit Japan 株式会社

採用企業名

HirePundit Japan K.K

求人ID

1607368

業種

電気・電子・半導体

会社の種類

外資系企業

雇用形態

正社員

勤務地

その他東京

給与

800万円 ~ 1200万円

更新日

2026年08月27日 01:00

### 応募必要条件

職務経験

10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

無し

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

### 募集要項

Manager – Lifecycle Service Business

#### About the Company

A global industrial technology and automation company providing advanced solutions and services that support customers throughout the lifecycle of their industrial assets.

The company operates globally and works with customers and regional affiliates across multiple markets, combining industrial automation, digital solutions, lifecycle services, and business transformation.

## About the Role

We are looking for a **Manager – Lifecycle Service Business** to help develop and expand the company's global lifecycle service business.

This is a strategic and business-focused role combining **industrial automation, product/service lifecycle understanding, business development, portfolio management, and global stakeholder management.**

The successful candidate will work with global teams and regional affiliates and may travel across the APAC region, including markets such as Singapore, Malaysia, and Vietnam, to support business development, workshops, capability development, and service initiatives.

## Key Responsibilities

### Lifecycle Service Business Development

- Develop and execute global lifecycle service business strategies.
- Identify new service business opportunities and support portfolio expansion.
- Develop lifecycle-based service models for industrial automation solutions.
- Work with product and service organizations on commercialization strategies.

### Service Portfolio Management

- Manage and continuously improve the lifecycle service portfolio.
- Develop service packages, lifecycle agreements, managed services, and digital service offerings.
- Support standardization and global deployment of service solutions.

### Business Growth

- Identify opportunities to grow service revenue and recurring business.
- Monitor business performance, pipeline, KPIs, and growth initiatives.
- Develop initiatives to improve customer retention and service expansion.

### Global & Regional Collaboration

- Work closely with regional affiliates and global stakeholders.
- Support regional teams with business development and service strategies.
- Conduct global workshops, capability-building programs, and best-practice sharing.
- Travel internationally when required to support APAC business initiatives.

### Digital Service & Transformation

- Support digital transformation initiatives within lifecycle services.
- Promote digital platforms, analytics, dashboards, and data-driven service models.
- Collaborate with digital and technology teams to develop new service concepts.

### Stakeholder Management

- Work across product, service, digital, regional, and corporate functions.
- Prepare business reviews, management reports, and executive presentations.
- Support strategic decision-making and global service programs.

## スキル・資格

### Requirements

#### Must Have

- 15+ years of experience in industrial automation, lifecycle services, solution services, digital services, or service business development.
- Strong understanding of **industrial automation and digital solutions.**
- Hands-on experience with industrial digital solutions such as **Process Historians, Advanced Process Control (APC), Operator Training Simulators (OTS), and/or Cybersecurity solutions.**
- Experience in business development, service business growth, or solution commercialization.
- Experience managing products/services across their lifecycle.
- Experience working with multinational teams, regional affiliates, or global stakeholders.
- Strong business communication skills in **English.**
- Willingness and ability to travel internationally, particularly within the APAC region.

#### Preferred

- Experience with Yokogawa technologies, solutions, or service business.
- Experience in lifecycle service management or service portfolio management.
- Experience with digital transformation and industrial digitalization.
- MBA or equivalent business qualification.
- Experience working across APAC markets.

### Ideal Candidate

We are particularly interested in professionals who combine:

**Industrial Automation + Product/Service Lifecycle + Business Development + Global/Regional Experience**

The role could be a strong fit for professionals currently working in **industrial automation, digital solutions, technical services, product management, solution sales, business development, or lifecycle services** who are looking for broader global responsibility and the opportunity to develop new business initiatives.

What Makes This Opportunity Attractive

- **Global scope** with exposure to multiple international markets.
- Opportunity to **build and expand lifecycle service business** rather than managing only an established portfolio.
- Combination of **business development, product/service strategy, and industrial technology**.
- Direct collaboration with global affiliates and senior stakeholders.
- International exposure and potential **APAC travel**.
- Opportunity to contribute to **digital transformation and new recurring-revenue service models**.

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会社説明