〖SaaS｜Software｜Renewable Energy〗Business Development Manager

Collaborate with Our Taiwan Team

募集職種

採用企業名
シングナリオ株式会社

求人ID
1614396

業種
ソフトウエア

会社の種類
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
東京都 23区, 千代田区

給与
800万円 ~ 経験考慮の上、応相談

ボーナス
固定給+ボーナス

勤務時間
9am ~ 6pm JST

休日・休暇
会社の規定に準ずる

更新日
2026年11月06日 13:00

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
流暢レベル

最終学歴
高等学校卒

現在のビザ
日本での就労許可が必要です

募集要項

Business Development Manager — Japan | Chinese & Japanese Bilingual

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thingnario is an **energy technology company leveraging AIoT and SaaS solutions** .

By utilizing energy data, we help businesses improve energy efficiency, reduce costs, and advance their decarbonization and energy transition initiatives.

We provide a wide range of solutions, including solar power monitoring, Energy Management Systems (EnMS), energy storage systems, and green energy solutions, with operations across Taiwan, Japan, and Southeast Asia.

As we continue to expand our business in Japan, we are looking for a **Business Development Manager** to drive our growth in the Japanese market.

In this role, you will be responsible for developing the Japan market, acquiring new customers and partners, and proposing solutions tailored to customer needs. You will also work closely with our Taiwan headquarters and collaborate with Chinese-speaking customers, partners, and other stakeholders.

Key Responsibilities

Japan Market Development

- Monitor Japanese market and industry trends to identify priority industries and target companies.
- Identify target accounts and support the development and execution of the Country Plan for Japan.
- Identify new business opportunities based on market intelligence and customer needs.

New Customer & Partner Acquisition

- Develop new relationships with corporate customers, sales partners, and strategic partners.
- Manage the full sales cycle, from initial outreach and business discussions through proposals, negotiations, and contract execution.
- Continuously generate new business opportunities and build and manage the sales pipeline.

Solution Sales

- Understand customers' challenges, needs, and business objectives and propose the most appropriate solutions.
- Work closely with Field Application Engineers (FAEs) and Product Managers to develop proposals tailored to customer requirements.
- Translate technical features and benefits into **tangible business value**, such as cost reduction, operational efficiency, and business growth.
- Understand customer budgets, expectations, and implementation requirements, and coordinate with internal teams to move opportunities forward.

Customer & Partner Relationship Management

- Build trusted relationships with customers and develop long-term partnerships.
- Understand customers' business strategies and growth plans to identify new projects and collaboration opportunities.
- Share market needs, challenges, and feedback gathered from customers and partners with internal teams to support continuous improvement of our services and business.

Collaboration with Taiwan Headquarters & Chinese-Speaking Stakeholders

- Serve as a bridge between the Japanese market and our Taiwan headquarters, facilitating smooth communication between both sides.
- Share Japanese customer needs, market trends, and competitive intelligence with the Taiwan team.
- Collaborate with Product Managers, FAEs, and other relevant teams in Taiwan to deliver solutions suited to the Japanese market.
- When required, conduct business discussions, coordination, and communication with Chinese-speaking customers, vendors, partners, and other stakeholders.

Employment Type
Full-time

Salary
Negotiable

Working Hours
9:00 AM – 6:00 PM JST

Location
Tokyo, Japan

Holidays & Leave
In accordance with company policy.

Benefits & Allowances

Commuting Allowance:
Commuting expenses between your home and the office will be reimbursed based on actual costs. Reimbursement will be processed at the end of each month based on your Suica usage history.

Communication Allowance:
If you use your personal mobile phone for work purposes, a monthly communication allowance of JPY 6,000 will be provided.

Business Travel Allowance:
A daily allowance of JPY 3,000 will be provided for business travel.
For business trips lasting two days or more (including the first day), a daily allowance of JPY 5,000 will be provided.

Business Travel Accommodation:
Accommodation expenses will be reimbursed based on actual costs, up to JPY 20,000 per night.

Business Entertainment Expenses:
Approved business entertainment expenses will be reimbursed based on actual costs, subject to prior application and approval.

スキル・資格

Required Qualifications

- Professional experience in B2B sales, corporate sales, business development, or solution sales.
- Strong understanding of the Japanese business environment, business practices, and market.
- **Fluent Japanese proficiency (JLPT N1 equivalent).**
- **Business-level English proficiency.**
- Strong listening and discovery skills, with the ability to identify customer needs and challenges.
- Ability to independently lead proposals, business discussions, and negotiations.
- Proactive approach to identifying target customers and developing new business opportunities.
- Strong communication and coordination skills, with the ability to work effectively with both internal and external stakeholders, including our Taiwan headquarters.
- Ability to collaborate effectively with colleagues, customers, and partners from diverse cultural and professional backgrounds.

Preferred Qualifications

- Experience in energy management, renewable energy, energy storage systems, ESG, decarbonization, or related industries.
- Sales experience in SaaS, IoT, software, IT, or other technology-related services.
- Experience in solution sales, consultative sales, or other problem-solving sales approaches.
- Sales or partnership experience with ESCOs, system integrators (SIs), equipment manufacturers, energy companies, or related organizations.
- **Experience building a new market or business from the ground up.**
- **Experience developing new customers and building a sales pipeline from scratch.**
- Experience launching new businesses or services in the Japanese market.

For professionals currently building their careers in Japan, this position offers significant autonomy and opportunities for growth while leveraging your knowledge of the Japanese market, Chinese and Japanese bilingual skills, and experience in **B2B sales and business development**.

Japan is one of our most important markets, with significant potential for further growth. As a key member responsible for **developing new business in Japan** , you will work closely with our Taiwan team to acquire new customers and partners and gain hands-on experience building and growing the business from the ground up.

This Position Is Ideal for Someone Who:

- Wants to go beyond managing existing sales activities and actively develop new markets.
- Wants to serve as a bridge between Japan and Taiwan.
- Wants to build a career in growing fields such as energy, decarbonization, and AIoT.

Join us in accelerating our business expansion in Japan.

We look forward to receiving your application!

会社説明