GTM Strategy & Business Development Manager

High level of ownership and autonomy

募集職種

人材紹介会社
Build Plus株式会社

採用企業名
E-commerce Company

求人ID
1615958

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

雇用形態
正社員

勤務地
東京都 23区

給与
1500万円 ~ 経験考慮の上、応相談

ボーナス
固定給+ボーナス

更新日
2026年11月02日 07:00

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
ネイティブレベル

最終学歴
大学卒： 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

A fast-growing global technology company in the e-commerce and marketplace space is looking for a Partnerships Manager to support the continued expansion of its business in Japan.

This role will play an important part in developing the company's seller and partner ecosystem, identifying high-potential businesses and creators, and helping them successfully grow their presence on the platform.

You will work closely with sellers, strategic partners, creators, and internal teams while taking ownership of initiatives spanning business development, category growth, partnerships, community engagement, and marketplace strategy.

[Key Responsibilities]

Seller & Partner Development

- Identify and acquire high-potential **sellers, businesses, creators, and strategic partners** for the platform.
- Develop outreach strategies using a combination of direct prospecting, social channels, industry networks, and offline activities.
- Build long-term relationships with key sellers and partners and help them expand their businesses through the platform.
- Act as a trusted business partner to sellers, providing guidance and identifying opportunities to improve their performance and growth.
- Maintain a strong understanding of both seller and customer needs and communicate relevant insights to internal product and business teams.

Category & Community Growth

- Develop initiatives that increase awareness, participation, and engagement within key marketplace categories.
- Work with creators, influencers, sellers, and other partners on campaigns designed to attract and engage new customers.
- Plan and execute platform-based initiatives and events tied to relevant products, trends, communities, and consumer interests.
- Help develop strong communities around priority categories and identify new opportunities for marketplace growth.

Strategy & Business Performance

- Use marketplace and business data to identify trends, opportunities, and areas for improvement.
- Contribute to category and Japan market strategies, establishing priorities and measuring the results of key initiatives.
- Independently lead strategic projects from planning through execution.
- Work cross-functionally with internal stakeholders to solve business challenges and support the continued growth of the marketplace.

[Qualifications]

- 6+ years of professional experience in a fast-paced, commercially focused or client-facing environment.
- Background may include business development, partnerships, strategy consulting, private equity, technology, marketplaces, or other high-growth businesses.
- Previous experience in a business development, account management, partnerships, or partner-facing role.
- Strong commercial judgment combined with the ability to develop strategy and execute initiatives independently.
- Comfortable working in a fast-moving environment where processes and priorities may still be evolving.
- Strong project management and problem-solving capabilities.
- Analytical mindset with experience using data to identify business insights and inform decisions.
- Ability to manage multiple stakeholders and take ownership of projects with limited supervision.
- Native-level Japanese and fluent English.
- Must be able to commute to the company's Tokyo office when required.

[Nice to Have]

- Experience working for a high-growth technology company, online marketplace, e-commerce business, or creator-focused platform.
- Existing relationships with sellers, creators, influencers, brands, or businesses relevant to consumer marketplace categories.
- Experience with online marketplaces from either the seller or buyer side.
- Interest in creator communities, consumer trends, collectibles, fashion, or other enthusiast-driven categories.
- Experience working with influencer or creator partnerships.
- Knowledge of SQL or similar data analysis tools is an advantage.

会社説明