

Business Development Manager

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
Global Leader in Industrial Additive Manufacturing and Digital M

求人ID
1618914

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月05日 01:00

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
ビジネス会話レベル

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

As a Business Development Manager, you will drive the expansion of additive manufacturing adoption across strategic industries while developing new business opportunities and market growth initiatives.

This role combines business development, strategic consulting, market expansion, and customer engagement, working closely with customers, partners, and global stakeholders to advance the adoption of industrial 3D printing technologies and digital manufacturing solutions.

■Key Responsibilities
-Identify and develop new business opportunities within additive manufacturing markets.
-Support customers in defining and implementing additive manufacturing strategies.
-Develop strategic partnerships and strengthen relationships with key industry stakeholders.
-Collaborate with sales, engineering, and project teams to create customer-specific solutions and roadmaps.
-Conduct market analysis and identify growth opportunities in target industries.
-Promote thought leadership through industry events, conferences, and business development initiatives.
-Work closely with channel partners and internal teams to drive market adoption and business growth.

-Develop case studies, success stories, and reference projects to support future business development activities.

Employee Benefits:
-Competitive compensation package
-Performance-based bonus program
-Annual salary review
-Permanent employment
-Comprehensive social insurance coverage
-Opportunity to work at the forefront of industrial additive manufacturing innovation
-International and collaborative working environment
-Professional development and continuous learning opportunities
-Exposure to global customers, partners, and advanced manufacturing technologies
-Career growth opportunities within a global technology organization
-Smoke-free workplace
-Domestic and international business travel opportunities
-Overtime typically ranging from approximately 20?30 hours per month

スキル・資格

-Bachelor's degree in Engineering, Business, or a related field.
-Minimum 3 years of experience within the metal additive manufacturing ecosystem, business development, advanced manufacturing, or related high-tech industries.
-Strong understanding of additive manufacturing technologies, applications, and market trends.
-Experience in market analysis, strategic planning, and business expansion initiatives.
-Experience managing projects and collaborating with cross-functional teams.
-Ability to engage in technical discussions regarding manufacturing systems, materials, and applications.
-Strong analytical, communication, and stakeholder management skills.
-Business-fluent Japanese and English communication skills.
-Willingness to travel domestically and occasionally internationally.

会社説明

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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