



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10月22日 17:50

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

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさらに的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介します。

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We provide specialized proactive recruitment support to multinational clients who are setting up new operations or are expanding existing business and seeking further growth in the Japanese market. As the first Japanese recruitment company to set up operations in the UK in 1975, understanding foreign cultures is second nature to us. With our extensive global network and historically leading position as recruitment consultancy to Japanese corporations, we have access to an unrivaled pool of bilingual Japanese and foreign professionals. Our professional consultants are experts in a range of industries and functions and all have extensive multicultural experience. Based on JAC's unique history, culture and market strength, JAC International was founded to provide dedicated support to our multinational corporate clients in Japan.

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