



Offer Marketing & Channel Development Specialist, Digital Energy Business

募集職種

人材紹介会社

株式会社 JAC International

採用企業名

Driving Digital Energy, Smart Buildings, and Sustainable Infrast

求人ID

1618970

業種

その他

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 経験考慮の上、応相談

更新日

2026年10月22日 17:52

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 an Offer Marketing & Channel Development Specialist, Digital Energy Business, you will play a key role in driving the growth of digital energy solutions while developing and expanding strategic channel partnerships.

This position combines offer marketing, business planning, channel development, and ecosystem management, working closely with internal teams, partners, and customers to accelerate business growth and strengthen market leadership.

■Key Responsibilities

- Drive the business performance of Digital Energy solutions and channel partner programs.
- Develop and execute go-to-market strategies, annual business plans, and growth initiatives.
- Manage product portfolio positioning, pricing, promotion, and channel strategies.
- Build and strengthen relationships with channel partners and ecosystem stakeholders.
- Support partner development through training, enablement, and joint business planning.
- Execute marketing campaigns and demand generation activities.
- Monitor business performance, forecasts, and pipeline development.
- Collaborate with global, regional, and local teams to drive successful business outcomes.

Employee Benefits:

- Competitive compensation package
- Performance-based incentive program
- Annual salary review
- Permanent employment
- Comprehensive social insurance coverage
- Opportunity to work in a high-growth Digital Energy business
- Exposure to smart buildings, energy management, sustainability, and digital infrastructure solutions
- International and collaborative working environment
- Professional development and career growth opportunities
- Opportunity to influence go-to-market strategy and channel ecosystem development
- Smoke-free workplace with designated smoking areas
- Overtime typically ranging from approximately 0?40 hours per month

スキル・資格

- Bachelor's degree, preferably in Electrical Engineering or a related field.
- 3?5 years of experience in Product Marketing, Offer Marketing, Sales Management, Business Development, or Channel Management.
- Proven experience driving business growth and managing commercial performance.
- Experience working with multi-tier channel and partner sales models.
- Understanding of Power Management Systems, Building Management Systems, Energy Management Solutions, or related technologies.
- Knowledge of industries such as Data Centers, Buildings, Healthcare, Energy, or Industrial Infrastructure.
- Business-level Japanese and English communication skills.
- Strong analytical, business planning, and stakeholder management skills.

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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