# Principal – Physical AI Business Development (Manufacturing)

**Build Physical AI for smarter factories**

## 募集職種

**人材紹介会社**
Cornerstone Recruitment Japan 株式会社

**採用企業名**
Confidential Client

**求人ID**
1625160

**部署名**
Physical AI / Manufacturing Consulting

**業種**
ITコンサルティング

**雇用形態**
正社員

**勤務地**
神奈川県, 川崎市中原区

**給与**
経験考慮の上、応相談

**更新日**
2026年11月27日 08:49

## 応募必要条件

**職務経験**
6年以上

**キャリアレベル**
エグゼクティブ・経営幹部レベル

**英語レベル**
日常会話レベル

**日本語レベル**
ネイティブレベル

**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

## The Opportunity
Shape a new Physical AI business for manufacturing. This Principal-level role turns customer and market needs into practical services that bring people, robots, and factory systems together so they can adapt to changing production environments.

You will build the business from the customer challenge outward: define use cases, shape service concepts, bring the right partners together, and lead proof-of-concept (PoC) work through evaluation and commercialization. The focus is business development and delivery—not core AI or robotics engineering.

Location: Kawasaki, Kanagawa, with a Tokyo office option. Hybrid work, flexible hours, and occasional client visits or business travel. You will collaborate with global colleagues and multidisciplinary teams.

## What You'll Do
• Identify manufacturing challenges and develop high-value Physical AI use cases.
• Plan new services and business models using Physical AI and Physical OS concepts.
• Find and build partnerships with robotics manufacturers, technology companies, and customers.
• Plan and lead PoCs with research, internal teams, customers, and partners; define scope, success measures, and delivery plans.
• Develop proposals and present solutions to client stakeholders.
• Build commercialization roadmaps, business models, and plans for scaling successful pilots.
• Coordinate cross-functional stakeholders and manage projects through to outcomes.
• Share insights through industry events, seminars, presentations, and other channels.

## Why This Role
• Help shape a growing Physical AI business from an early stage.
• Connect customer needs with advanced AI, robotics, and research capabilities.
• Lead work from opportunity discovery and PoC through commercialization.
• Collaborate with manufacturers and technology partners in a flexible, hybrid environment.

## Work Style and Location
Kawasaki, Japan, with a Tokyo office option. Hybrid work and flexible hours are available. Client visits and business travel may be required depending on the project.

## スキル・資格

## What You'll Bring
• Experience launching a new business, service, or solution.
• Foundational knowledge of manufacturing operations and experience in related projects.
• AI knowledge and experience applying AI in service planning, process improvement, proof-of-concept work, system implementation, or customer proposals.
• A track record of taking ownership and advancing projects with internal and external stakeholders.
• Native-level Japanese and conversational English.

## Particularly Relevant Experience
• Production engineering, process improvement, equipment introduction, factory automation, or labor-saving initiatives.
• Planning, deploying, operating, controlling, or piloting AMR/AGV systems.
• Industrial, collaborative, or mobile robotics; edge AI, edge computing, computer vision, or sensor data.
• Integrating robots or manufacturing equipment with MES, ERP, WMS, or other business systems.
• Manufacturing DX, smart factory, or AI and robotics PoCs and commercialization.
• Service or solution planning, market launch, partner alliances, or joint proposals.
• External communication through exhibitions, seminars, or presentations.

## 会社説明