

Position: Business Development Specialist (Global Health & Drone Tech)

About SORA Technology

SORA Technology builds life-saving infrastructure from the sky. We use drones and AI to solve critical challenges such as malaria control, last-mile delivery, and disaster prediction—particularly in underserved regions across Africa and Asia.

Learn more: <https://sora-technology.com/en/>

Position Overview

We are seeking a highly motivated and experienced Business Development professional to support SORA Technology's global expansion, especially in the fields of public health and drone-based infrastructure. The ideal candidate is not only capable of executing assigned strategies, but can also independently identify new opportunities, shape proposals, and take initiative under the guidance of our Business Development Manager (Vice President).

This role is ideal for international development professionals seeking a dynamic, tech-driven mission with real-world impact. Professionals with experience at organizations like USAID, GAVI, the Global Fund, or WHO are especially encouraged to apply.

While this position reports to the Vice President (currently acting as Business Development Manager), there is also potential for the selected candidate to grow into a managerial role in the future.

Key Responsibilities

- Support the development and management of strategic partnerships with governments, NGOs, and global institutions
- Assist in proposal development for drone-enabled public health initiatives, including RFP responses
- Represent SORA at global health and development forums (e.g., TICAD, RBM Partnership)
- Contribute to designing scalable project models based on public sector needs in emerging markets
- Collaborate with internal teams (R&D, Operations) to align solutions with local requirements
- Participate in negotiations from pilot to full-scale implementation

Ideal Candidate

- 3+ years of experience in business development, international development, consulting, or global health
- Background with or understanding of agencies like USAID, DFID/FCDO, UN, etc.
- Strong ownership mindset with a track record of independently initiating and contributing to projects
- Excellent communication and cross-cultural collaboration skills
- English fluency (Japanese is a plus)
- We especially welcome candidates with experience navigating donor-funded programs (e.g., USAID, DFID/FCDO, UNDP) and translating development goals into implementable projects.

Employment Details

- **Type:** Full-time
- **Location:** Tokyo or remote (occasional international travel)
- **Reports to:** Vice President (Business Development Manager)
- **Salary:** Competitive, commensurate with experience
- **Application Deadline:** Rolling