

## **Project Development&Partnership Lead/Specialist (BtoG/BtoB・Business Development)**

We are expanding Climate & Health initiatives centered on B2G projects in collaboration with UN agencies, international NGOs, and governments, while also strengthening partnerships with research institutions and private-sector companies and exploring B2B service opportunities.

This role focuses on structuring, managing, and scaling projects as viable businesses by bridging technology teams, researchers, and external partners.

### **■ Responsible for**

- Support structuring and managing B2G projects in collaboration with UN agencies, international NGOs, and government counterparts
- Track and organize progress of ongoing and pipeline projects, coordinating inputs from technical, research, and field teams
- Facilitate collaboration with research institutions and universities in Japan and overseas
- Promote partnerships with private-sector companies (technology firms, consultancies, infrastructure-related companies, etc.)
- Explore and promote B2B service opportunities within the Climate & Health domain
- Work closely with internal technical teams to translate complex concepts into business-oriented materials
- Support partner and donor communications, including meeting coordination and issue framing

### **■ Required Skills**

- Strong interest in climate change, health, infrastructure, international development or related fields
- Ability to coordinate and manage multi-stakeholder projects
- Working proficiency in English (written and spoken)

### **■ Preferred Skills**

- Experience working with UN agencies, international NGOs, or donor-funded projects
- Background in B2G business development, public-sector projects, or project structuring
- Experience collaborating with research institutions, universities, or technical teams
- Basic understanding of climate change, infectious diseases, public health, or Climate & Health
- Experience in consulting, startups, or business development roles
- Professional working proficiency in French is a strong plus
- Business-level Japanese proficiency for internal and external coordination

### **■ Employment Type**

Independent contractor / Internship

### **■ Compensation**

Negotiable based on experience and level of involvement

### **■ Work Location**

Flexible (Tokyo Office / Locations designated by the company, including contractors' homes and other

specified places)

## ■ Report Line

Report to the Vice CEO

## ■ Why This Role

- A central role connecting technology, research, and policy
- Hands-on experience in turning Climate & Health initiatives into viable businesses
- Exposure to cross-sector collaboration with global institutions, academia, and industry

## 【About SORA Technology】

SORA Technology aims to bring about a transformation in people's lives from the "sky (SORA)" by creating a new social infrastructure centered around drones and air mobility. With a global perspective, the company aims to implement pioneering solutions to urgent social issues in developing countries, such as infectious diseases like malaria and last-mile delivery. Learn more at [SORA Technology's website](<https://sora-technology.com/>). Additionally, leveraging operational and technical knowledge gained in developing countries, SORA Technology is also committed to reverse innovation in advanced countries, realizing a sustainable society that can withstand disasters and epidemics using "sky (SORA)" and ensuring the safe management and integration of "sky (SORA)" worldwide.