



# Japan Representative

(Bilingual Japanese-English)  
(m/f/d)

Full-time

**MarineXchange Software GmbH**  
Gadollaplatz 1  
8010 Graz | Austria  
[www.mxp.com](http://www.mxp.com)

<b>Employment Type</b>	Full-time
<b>Salary</b>	JPY 6,000,000, - 8,500,000 / year (negotiable based on experience and qualifications)
<b>Location</b>	Tokyo, Japan

## ABOUT MXP

MarineXchange Software is a leading enterprise software provider for the global cruise industry. Our MXP platform supports corporate offices and onboard operations for more than 50 companies.

With our growing presence in Japan, we are looking for a **Japan Representative** who will play a key role in connecting Japanese customers with our global teams.

## YOUR OPPORTUNITY

As our Japan Representative, you will be the local face of MarineXchange in Japan. You will work closely with Japanese customers and international project teams, supporting the implementation of enterprise IT solutions in the cruise industry.

This role offers a unique opportunity to work in an international environment, gain exposure to large-scale enterprise projects, and build a long-term career in a growing global software company.

## YOUR RESPONSIBILITIES

- Act as the main liaison between MarineXchange and Japanese customers
- Support IT project management during software implementation
- Coordinate communication between Japanese stakeholders and global teams
- Provide Japanese–English translation and documentation support
- Document business processes and requirements in Japanese
- Support rollout and training activities for the MXP Enterprise Platform

## REQUIRED QUALIFICATIONS

- Fluent Japanese and English (business level or higher)
- Experience in IT projects, consulting, or project coordination
- Strong communication and stakeholder management skills
- Structured and independent working style

## NICE TO HAVE

- Experience working with international teams or Western companies
- Background in IT, software, or enterprise systems

## WHY JOIN US? (BENEFITS & CULTURE)

- International working environment with European headquarter
- High-impact enterprise projects with global clients
- Stable and long-term position in a growing industry
- High autonomy and responsibility in Japan market operations
- Collaboration with multicultural, cross-functional teams
- Flexible work arrangements depending on project requirements
- Opportunities for international travel and career development

## APPLICATION

If you are interested in building a long-term career in an international software company and contributing to our growth in Japan, we would love to hear from you.

Please send your CV and supporting documents to [career@mxp.com](mailto:career@mxp.com)