Business Development Manager ビジネス ディベロップメント マネージャー

Job Information

Job ID:	87226
Job Title:	Business Development Manager ビジネス ディベロップメント マネージャー
Recruiter:	TMC Japan
Division:	Sales
Job Type:	Full-time
Location:	Tokyo - 23 Wards
Salary:	Negotiable, based on experience
Date:	October 17th, 2008 14:36

General Requirements

Employment Experience:	Over 6 years
Career Level:	Mid Career
English:	Business Level
Japanese:	Fluent
Education:	Bachelor's Degree
Visa Status:	Japanese national or permission to work in Japan required

Job Description

Take leadership for opening new business for consulting services.? Serve as point of contact with existing clients, and strengthen relationship

Develop repeat business.

ビジネスを拡大するために、新規顧客の開拓のリーダーシップをとり、また既存顧客とのコンタクトパーソンとなり、リレーションシップを強化し、リピートオーダーを獲得するための営業活動。

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Required Skills

Requirements:

7-10 years business development related experience for consulting services.

Strong connections with any industry.

Ability to develop new relationships, and drive business.

Ability to have technical discussions for system project business development.

High presentation and sales closing skills.

Preferred:

Technical background relating to system projects.

営業経験が7-10年以上で、システムインテグレーションあるいはコンサルティングに類するソリューション営業経験が直近で5年以上ある方

大手の新規顧客開拓の実績、及び年間数億円レベルの売上実績のある方

アカウントマネジメントの経験がある方

セールスクロージングスキル、プレゼンテーションスキルの高い方

特にハイテク、電機、通信、コンテンツ業界などにおける営業実績や顧客リレーションをお持ちの方を急募しています。

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Company Description

TMC Japan is the premier executive search and recruitment company to foreign capital enterprises in Japan. We have established our reputation by having an unmatched knowledge of our clients ’ industries and deep and long-standing contacts throughout the technology and finance sectors with qualified bilingual professionals.

Our Commitment

TMC Japan provides a consulting service to qualified bilingual mid- and upper-level technology, finance and consumer professionals seeking to improve their careers and working environments. We advise our candidates on how to better their careers drawing from our many years of experience dealing with foreign-capital companies in Japan.

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Your decision to change your job can affect every dimension of your life. That ’ s why our consultants spend time to understand your needs and your future career expectations. Our consultants are career guidance specialists who often have extensive work experience within their focus areas. We help you connect with the leading companies in your industry.

We maintain relationships with our candidates that last for their entire careers. TMC prides itself on the fact that we help build successful careers.

Technology Professionals

TMC Japan started out more than 5 years ago by focusing on IT recruiting and has since established itself as the Premier Agency in Tokyo in the industry. Most of the consultants within TMC Japan ’ s IT consulting department are experienced IT professionals themselves, who understand your position and your needs. We have built a reputation upon our professional treatment and of our engineer, sales and marketing candidates.

Back-Office Professionals

All businesses have back offices where the numbers are crunched, the money is counted, the budgets are created and the profits are forecasted. Whether a world leader in technology with over 2000 employees or a gourmet chocolate company with a staff of 20, businesses in Japan that are part of the global economy need bilingual back office personnel to help run their operations.

Our Clients

Finding the best and the brightest bilingual IT, accounting and finance professionals is no easy task. That is why businesses from single office startups to Fortune 500 multi-national corporations have chosen TMC Japan to fulfill their hiring needs.

We work for a group of select organizations that rely on TMC Japan to identify and evaluate some of the strongest talent in the technology, consumer and finance fields in Japan. This network of select clients provides you - the candidate - with some of the best opportunities in today ’ s market. If you are interested in learning more about some of these companies or if you are actively making that next career move - you need to contact us!

We are committed to providing you - the candidate - with the highest level of professionalism and confidentiality. Once you get to know us, you will have the first hand experience of seeing what separates us from the rest:

A well established and respected position in our marketplace

We will share our knowledge and experience to help you reach your career objectives

Highly skilled management consultants with industry knowledge, coupled with our extensive Executive Search and Recruitment consulting experience

We are a preferred provider with exclusive assignments with the majority of the largest and most respected foreign-capital corporations in the world

We have a history of consistent and successful placements

Ultimately, our success is based on our ability to develop and maintain strong individual relationships with our candidates and clients. We help build relationships by bringing people together!

TMC History:

TMC was founded in 2003 -- in Tokyo -- by Australian and British businessmen Nick Pollock & Karl Caldeira. The founding partners had the following values in common: excellence, integrity, enthusiasm and pursuit of improvement. These core values have contributed to their success.

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Your search ends with us!

Nick Pollock, Karl Caldeira (Managing Partners)

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