



Business Development Manager | IT/テクノロジー業界での事業開発経験のある方 ◆JLPTN2

Job Information

Hiring Company

Nihon Technology Private Limited

Subsidiary

Nihon Technology

Job ID

1430997

Industry

Business Consulting

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 13th, 2024 05:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Sales and Business Development Manager

We are hiring a business development manager to take over a mix of existing accounts and new sales. To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new business. Contacting potential clients to establish rapport and arrange meetings. Handling B2B & C2C.

Roles and Responsibilities:

- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Finding and developing new areas and improving sales.
- Developing quotes and proposals for clients.

- Developing goals for the development team and business growth and ensuring they are met.
 - Training personnel and helping team members develop their skills.
 - Working with account managers on existing accounts and cross sell.
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Required Skills

- 7+years of experience in sales, marketing or related field.
 - Strong communication skills
 - Experience of working in IT sales.
 - Excellent organizational skills.
 - Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
 - Able to communicate in Japanese Read, write (Emails and customer communication) and Speak in business level (JLPT N3 to N2) or Native
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Company Description

We provide IT solutions and globalization services for Japanese companies both within Japan and across the globe. Our team of bilingual engineers and managers deliver complex IT solutions in ERP (SAP), JAVA / MS / Open source platforms for customers across Japan, Europe, Asia and India geographies.

Further, in recent years we have started delivering services across various industries in emerging technologies such as Blockchain, AI, Analytics, Internet of Things (IoT) and Robotic Process Automation (RPA) as well. Furthermore, from the perspective of human resource development, our Japanese language training department strengthens and enhances the language skill of Bilingual technical professionals. We also function as a human resource consultancy dispatching value added resources to Japan after imparting Japanese skills training and technical skills training. As a part of our learning management services, we offer e-learning and video learning development services, state-of-the-art learning management systems on the cloud to host content.