Business Development Manager

Exclusive job

Work-life balance, friendly environment!

Job Information

Hiring Company
systemsGo Corporation

Job ID
1453630

Division
Sales Department

Industry
IT Consulting

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

Non-Japanese Ratio
Majority Non-Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Train Description
Hibiya Line Station

Salary
Negotiable, based on experience

Salary Bonuses
Bonuses paid on top of indicated salary.

Salary Commission
Commission paid on top of indicated salary.

Hourly Rate
Great work-life balance

Work Hours
Mon-Fri 9am-6pm

Holidays
Starts at 13 days/yr paid leave, increases each year until 22/yr

Refreshed
November 10th, 2026 19:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English Only)

Minimum Japanese Level
Business Level

Minimum Education Level
Technical/Vocational College

Visa Status
Permission to work in Japan required

Job Description

Position Overview: We are seeking an experienced Business Development Manager to join our dynamic team in Tokyo. This role is pivotal in expanding our client base and driving sales growth in the Japanese and APAC markets. The ideal candidate will have a strategic approach to business development, a hunter mentality, and a passion for value-based selling.

Duties & Responsibilities:

- Develop and execute strategic business development plans to achieve sales targets and expand our client base in the APAC region.
- Identify and pursue new business opportunities through intensive networking, market analysis, and relationship building.
- Engage with decision-makers at various levels to understand their business needs and present tailored IT/AV solutions.
- Close new IT/AV as a Service, procurement as a service and workplace transformation service deals in order to overachieve the ambitious growth targets
- Collaborate with internal teams to ensure seamless delivery of services and maintain high customer satisfaction.
- Monitor market trends, competitor activities, and industry developments to stay ahead of the curve.
- Prepare and deliver compelling sales presentations, proposals, and contracts.
- Track and report on sales performance metrics in Salesforce CRM, providing insights and recommendations for continuous improvement.
- Conduct Market research to gather business intelligence and present finding to the Sales & Marketing team.
- Develop and propose innovative BDM/marketing ideas and activities.
- Provide feedback on market trends, competitive offering, and customer needs.
- Create targeted sales materials to support business development initiatives.

Required Skills

Qualifications:

- Bachelor’s degree in a commercial or technical field of study preferred.
- Several years of experience in IT sales, preferably in the B2B sector.
- Proven track record of achieving sales targets and driving business growth.
- Strong understanding of value-based selling methodologies and strategic sales approaches.
- Excellent communication and interpersonal skills, with the ability to articulate complex technical concepts to non-technical audiences.
- Proactive, self-motivated, and results-oriented with a hunter mentality.
- Ability to work independently and as part of a team, demonstrating strong collaboration skills.
- Familiarity with the Japanese market and business culture is highly desirable.
- Fluency in English; proficiency in Japanese is a plus.
- Permission to work in Japan required

Company Description

systemsGo is a well-established and growing IT professional services company based in Tokyo with offices in Osaka, Hong Kong, Shanghai, Singapore and also servicing clients in Beijing, Seoul, Bangkok, Kuala Lumpur, Hanoi and Taipei.

We are committed to providing our clients with the highest-quality professional services which include IT infrastructure support, systems integration, project management, consulting and staffing solutions. Our client portfolio includes global investment banks, private equity firms, pharmaceutical and biotech companies, law firms, IT companies, trading & manufacturing firms.

We look after our employees, provide many opportunities for career advancement, competitive salaries, excellent benefits and opportunities to travel and relocate to companies within our group. We are always looking for people with the same commitment to providing quality service, and an enthusiasm to learn and grow.

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