



事業開発・営業管理部長 / Head of Business Development and Sales グローバル

Vibrant Team / Great Workplace

Job Information

Recruiter

Hire Pundit Japan Corporation

Hiring Company

Hire Pundit Japan K K

Job ID

1460489

Industry

Recruitment Agency

Company Type

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

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Toei Shinjuku Line, Iwamotocho Station

Salary

Negotiable, based on experience

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Work Hours

9 am to 6 pm

Holidays

Weekend and National Holidays in Japan

Refreshed

February 4th, 2026 02:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Responsibilities :

- Identify and develop new business opportunities through networking, industry knowledge, current expertise and existing contacts
- Proactively initiate contact with potential clients and conduct research to identify new markets and customer needs
- Build and maintain good relationship with existing clients in order to facilitate repeat business
- Persuade clients sign search contracts on exclusive and/or retainer basis
- Assist clients in formulating their expectation and contractual requirement in order for the appropriate candidates to be suitably matched with the role
- Work together with the internal researchers to match the candidates to the profile and create a shortlist
- Manage recruitment operations to ensure database is compliant with laws, help team manage KPIs and achieve targeted results.

Required Skills

Requirements :

- A self-starter with desire for success who can spot new opportunities
- Business Development experience of 5 years or more in Service Industry (Min 3 years in Japan)
- Experience with design and implementation of business development strategy
- Driven individual motivated by sales results
- Ability to self motivate and manage and motivate a team
- Excellent communication skills: written, verbal and listening

Note - Candidate from Recruitment Agency/Firm with minimum 3 years of experience in Business Development for Permanent & Executive Search Positions will be given high preference.

Company Description