



ビジネスディベロップメントダイレクター（3PL業界での自動車/機械産業などの営業経験者）

新規ビジネスの開拓。要英語力

Job Information

Hiring Company

Neovia Logistics Services LLC

Subsidiary

ネオヴィア・ロジスティクス・サービス L L C / Neovia Logistics Services LLC

Job ID

1471908

Division

コマーシャル

Industry

Logistics, Storage

Company Type

International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Sagami-hara-shi Chuo-ku

Train Description

Yokohama Line, Sagami-hara Station

Salary

18 million yen ~ 20 million yen

Work Hours

管理力なので時間管理の対象外

Holidays

土日 祝日

Refreshed

May 16th, 2024 09:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Business Development Director

Location: Sagamihara (Flexible)

Report to: Operations Director

of direct report: None

JOB SUMMARY

This client-facing role aims at developing and growing company's business activities, revenue and EBITDA from new and existing market segments and channels. The highly competitive logistics markets demand a deep understanding of very complex logistics solutions as well as an insightful knowledge of the competitive landscape of the covered territory.

JOB RESPONSIBILITIES

Responsible for selling to new APAC customers and meeting individual targets develops, recommends, and executes playbook for prioritized potential APAC customers.

Contributes to developing regional business development strategies and creates annual business development plans for specific countries to reach required business objectives and revenue.

Manages and maintains existing client relations, while acquiring new clients. Develops a book of business and keeps Customer Relationship Management (CRM) tool up to date to inform pipeline decision-making and prioritization.

In close cooperation with the Marketing department, nurtures the company's visibility on the market (e.g. organizing events, webinars or conferences to be attended by prospective clients, writing specialized blogs, publish business cases or articles in specialized magazines...) in order to generate new business.

Processes regular competitor analyses so as to maintain market awareness, help determine appropriate prices for each solution, optimize the solution design and eventually win market shares.

Analyses Requests for Quotation or Requests for Proposal and collects additional information whenever necessary, provides critical input on costs for each proposal and launch plans and provides critical input on customers to target.

Supports development of IP (business cases, white papers, etc.) to generate new business

MAJOR DELIVERABLES

Account plan for each prioritized new customer within target area.

Closed deals, at target EBITDA rates, up to sales quota for year.

CROSS FUNCTIONAL INTERFACES

Supports development, pricing and sale of customer solutions (in collaboration with Ops, HR, IT, Finance, etc.) for new customers.

Supports launch (in collaboration with Operations).

Required Skills

QUALIFICATIONS

Typically minimum a 4-year Bachelor's Degree or equivalent through experience

Ideally 5-8 years in account management

GENERAL SKILLS AND ABILITIES FOR POSITION

Word Processing

Excel

PowerPoint

Presentation Skills

Customer Interaction

Analytical Skills

Ability to "hunt" and open closed doors

Relationship-building including executives at all levels of the customer

Ability to negotiate and close deals

Excellent communications skills

Rapid development of technical and operational expertise to understand customer needs and inform solution development

Deep understanding and intuition for customer business perspective

Japanese & English business level skill.

Company Description