



## Business Development Manager

### Job Information

**Recruiter**

[Cornerstone Recruitment Japan K.K.](#)

**Hiring Company**

Italian forwarding company expanding in Japan

**Job ID**

1472042

**Industry**

Logistics, Storage

**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

**Salary**

6 million yen ~ Negotiable, based on experience

**Refreshed**

August 8th, 2025 08:01

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

- Foster Company Growth
- Utilize market data and develop sales strategies to increase customer base
- Maintain a thorough knowledge of products and services offered by the company
- Travel throughout assigned territory to meet with regular and prospective customers
- Able to develop and maintain strong business relationships
- Provide pricing, credit terms and prepare sales contracts for orders obtained
- Provide activity reports and sales plans for the assigned territory
- Actively participate in aggressive sales and skills training
- Other duties as may be assigned

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## Required Skills

Experience in Sales for Logistics/Freight forwarders

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## Company Description