

「プロだからわかる、あなたのスキルが活躍の場所」
60以上の業界・職種に特化した専門チームがサポート

Robert—
Walters

【英語を活かす】BDアソシエイト/VP / BD Associate/ VP

外資系金融サービス会社にて、BDアソシエイト/VPの求人がございます。

Job Information

Recruiter

Robert Walters Japan (ロバート・ウォルターズ)

Job ID

1539419

Industry

Asset Management

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 15 million yen

Work Hours

お問い合わせください

Refreshed

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General Requirements

Career Level

Executive

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

An international financial services organisation is looking for a Business Development Associate/VP. The selected candidate will drive business development by identifying prospects, managing consultative sales processes, and contributing to product strategy. This is a hybrid role.

An international financial services organisation that has successful operations in managing trillions of assets. Headquartered in the US, this company is trusted by clients worldwide.

Keywords:

ビジネス, 営業, セールス, アカウントマネジメント, 求人, 外資系

Job Ref: W9SB0P

Responsibilities:

- Identify prospective clients by understanding their business status, strategy, and needs
- Build and maintain relationships with prospects, managing consultative sales processes
- Deliver sales presentations and qualify opportunities based on client requirements
- Collaborate with Portfolio Managers, Traders, and other professionals to advance sales efforts
- Coordinate resources to respond effectively and lead detailed sessions with prospects
- Monitor market trends and competitors to inform product narrative and strategy

Requirements:

- More than 4 years of experience in the financial industry (investment management business, both buy-side and sell-side)
- Experience selling investment or risk management technology to financial institutions is preferred
- Prior experience with senior sales team to support the end-to-end sales of financial products or technology to key prospects is a plus
- Proven experience using own software as a user is advantageous
- Knowledge with capital market instruments (equities, fixed income, derivatives)
- Understanding of private market (private equity, infrastructure, real assets, etc.)
- Business level Japanese and English

Company Description

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.