



Business Development Manager - IoT法人営業マネージャー リモート可

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Job Information

Recruiter

[Hire Pundit Japan Corporation](#)

Job ID

1539420

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 15 million yen

Refreshed

May 13th, 2026 03:00

General Requirements

Minimum Experience Level

Over 10 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

1. Identify and develop new business opportunities in the Japanese market for Integrated Engineering Services (Mechanical/Electrical/Electronics/IT Services) to manufacturing vertical
2. Research and analyze market trends, competitor activities, and emerging technologies to create an effective sales pipeline.
3. Functional expertise - New Business Development, Strategic Account Management, Business Planning, Productivity Improvements.
4. Identify client business needs and business challenges, forecast requirements, and work on proposals for customized business solutions.
5. Establish strong relationships with Japanese Engineering / IT companies, OEMs, Tier 1 & Tier 2 suppliers, industrial automation firms, automotive, and manufacturing companies.
6. Engage with CXOs, decision-makers, to position the company as a preferred service provider.
7. Ensure exceptional client service, managing post-sales engagement, and growing key accounts.
8. Drive the end-to-end sales cycle: **lead generation, prospecting, client meetings, proposal development, negotiations, and closures.**
9. Achieve and exceed assigned sales revenue, profitability, and business development targets.
10. Coordinate with pre-sales, engineering, and delivery teams to ensure seamless project execution.

11. Manage the proposal development process and maintain the timelines for the proposal teams.
 12. Understand and adapt to Japanese business etiquette, communication style, and decision-making processes.
 13. Ensure marketing materials, presentations, and proposals align with Japanese language and business preferences.
 14. Protects organization's value by keeping information confidential.
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Required Skills

Desired Candidate Skills:

1. 8+ years in business development & sales, specifically targeting the **Japanese market**.
 2. Proven expertise in selling engineering Services to medium size industrial machinery, Industrial products, Hi tech companies
 3. Proven experience in selling new product development (NPD), Manufacturing automation, design to manufacturing, Electronics design, IoT projects.
 4. In-depth understanding of **Japan's industrial sectors – Industrial Products, Machinery, off highway, Agricultural equipment's, Manufacturing automation**
 5. Proficiency in **Japanese (JLPT N2 or higher preferred)** is must.
 6. Lead generation, Customer Front ending, RFQ inputs gathering, RFQ submission, PO Conversion and Sales/Invoice processing for Embedded Engineering Services
 7. Demonstrated success in client acquisition, revenue growth, and strategic partnerships in Japan.
 8. Ability to understand engineering solutions, digital transformation strategies, and embedded systems to drive consultative sales.
 9. Basic understanding of Information Security Management system
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Company Description