

MichaelPage

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Business Development - Travel Solutions Company

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Job Information

Recruiter

Michael Page

Job ID

1542105

Industry

Tourism

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 21st, 2025 18:00

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role focuses on business development in the travel industry, promoting a booking platform for travel agents. Through market analysis and partnership expansion, you will drive growth and uncover new opportunities.

Client Details

A global company with offices worldwide, specializing in sales, marketing, and distribution solutions for the travel industry. Known for innovation and dynamic growth, the company provides a collaborative and rewarding work environment.

Description

- Develop and expand partnerships with travel agencies, tour operators, and corporate clients
- Expanding partnerships and promoting a booking platform for travel agents in the travel industry
- Identify new business opportunities and close strategic deals
- Conduct market research and competitor analysis
- Work cross-functionally with internal teams to develop partner solutions
- Represent client's system at industry events and conferences

Job Offer

- The opportunity to work in a large organization with international exposure
- A supportive and collaborative work environment
- Comprehensive professional development opportunities

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

Required Skills

- 3+ years of experience in business development or sales within the travel industry
 - Strong negotiation, communication, and relationship-building skills
 - Self-motivated and goal-oriented
 - Fluent in Japanese and English
 - Must have valid passport and drivers license
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Company Description

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