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Business Development Manager - Connector Products

Business Development Manager - Connector

Job Information

Recruiter
[Michael Page](#)
Job ID

1547801

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 11 million yen

Refreshed

July 8th, 2025 15:18

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Business Development Manager will play a key role in driving sales and expanding market share within the industrial and manufacturing industry. This position is based in Tokyo and focuses on identifying growth opportunities, building relationships, and delivering results.

Client Details

The company is a small-size organisation in Japan specialising in the industrial and manufacturing sector. It has a strong reputation for delivering high-quality products and innovative solutions to its clients worldwide, with their main products being connectors for various applications.

Description

- Identify and pursue new business opportunities within the industrial and manufacturing market.
- Build and maintain strong relationships with existing and potential clients.
- Develop and implement strategic sales plans to achieve revenue targets.
- Conduct market research to stay informed about industry trends and competitor activities.
- Prepare and deliver compelling presentations to clients and stakeholders.
- Collaborate with internal teams to ensure customer satisfaction and project success.

- Negotiate and close sales agreements in alignment with company goals.
- Monitor and report on sales performance and key metrics to management.

Job Offer

- A competitive salary range of approximately JPY 9,000,000 to JPY 11,000,000 annually.
- Opportunities for career growth in a leading industrial and manufacturing company.
- Challenging and rewarding projects that make a significant impact.
- A permanent position with a stable and established company.

If you are a motivated professional looking to excel as a Business Development Manager in the industrial and manufacturing industry, we encourage you to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

A successful Business Development Manager should have:

- A strong background in sales within the industrial and manufacturing industry.
 - Proven ability to identify and develop new business opportunities.
 - Excellent communication and negotiation skills.
 - A results-oriented mindset with a track record of meeting or exceeding sales targets.
 - Familiarity with market research and competitive analysis.
 - Proficiency in creating and delivering impactful presentations.
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Company Description

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