



PR/095695 | Business Development Executive - Japan Market

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1553919

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 5th, 2025 10:50

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company Overview

JAC is working with a US-based software company, hiring for a Business Development Executive position to cover Japan market. With a global presence and a strong customer base, this organization empowers professionals with innovative solutions that drive growth and efficiency.

Job Description

- Develop relationships with new prospects to meet and exceed revenue goals.
- Present tailored product demonstrations that highlight value and address client pain points.

- Collaborate with Business Development Representatives to convert leads into customers.
- Partner with internal teams to ensure customer satisfaction and long-term success.

Qualifications

- Native-level Japanese language proficiency to communicate with Japanese speaking clients and other stakeholders.
- Minimum of 4 years of experience in software sales.
- Proven success in selling to the Japanese market, with deep cultural and business understanding.
- Skilled in cold calling, consultative selling, product demos, and contract negotiation.

Apply online for more information about this opportunity.

JAC Recruitment Pte. Ltd.
EA License Number: 90C3026
EA Personnel: R1985155
Rui Watanabe

#LI-JACSG

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Company Description