RGF HR Agent India

Business Development Manager / Sr.Manager

Sales jobs for Indian Japanese speaker

Job Information

Recruiter
RGF Select India Pvt. Ltd

Job ID
1555630

Industry
Hardware

Job Type
Permanent Full-time

Location
India, Bangalore or Chennai

Salary
3 million yen ~ 5 million yen

Work Hours
9:00-18:00 Mon-Fri

Holidays
Saturday, Sunday

Refreshed
October 28th, 2026 03:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
No permission to work in Japan required

Job Description

Details will be provided upon provisional application.

■Job Description:
Our Business Development and Customer Success team is seeking a Manager/Senior Manager to join a highly skilled group focused on creating innovative digital products and services for the mobility industry of the future.

■What you will do:

- Build and maintain strong relationships with B2B clients, ensuring the success of ongoing engagements.

- Identify and pursue new business opportunities, maintain a healthy sales pipeline, and manage the sales cycle including proposal creation, estimation, and Statement of Work (SoW), in close collaboration with technical teams.
- Lead sales planning and oversee tracking, reporting, invoicing, and other aspects of sales operations in coordination with Finance and cross-functional teams.
- Design and implement business development strategies to achieve sales targets, expand the customer base, and strengthen the company’s market presence.
- Drive revenue growth, profitability, customer satisfaction, and expansion of client relationships and engagement portfolio.
- Contribute to shaping the long-term business strategy and roadmap.

Required Skills

【Necessary Skills / Experience】

- 8+ years of proven experience in sales, relationship management, or account management within the IT or digital solutions industry
- Proficiency in both Japanese and English (mandatory requirement)
- Strong track record of driving and closing large enterprise-level deals while managing complex sales cycles
- Excellent verbal and written communication, presentation, and negotiation skills, with the ability to influence stakeholders at senior and mid-management levels
- Consistent achievement of multi-million-dollar revenue targets
- Strong collaboration skills with a proven ability to build and maintain trust-based relationships both internally and externally
- Solid business acumen and understanding of IT and digital technologies
- Knowledge of cloud-based solutions and experience in mobility-related digital services is desirable, with the ability to lead client conversations in these areas
- Experience working with global clients; familiarity with the Indian market is a plus
- Awareness of the broader mobility and transportation ecosystem, including OEMs, dealers, and supply partners
- Understanding of emerging technologies such as electric vehicles, autonomous mobility solutions, remote diagnostics, and digital service platforms
- Passionate about customer success, able to work independently, and skilled in problem-solving with attention to technical details and structured approaches

Company Description