

# 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

November 12th, 2025 07:00

## General Requirements

### **Minimum Experience Level**

Over 6 years

### **Career Level**

Mid Career

## Minimum English Level

Fluent

### 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