



## 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**

August 20th, 2025 20:22

### 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.
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## 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
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## Company Description