

Business Development Manager – Aviation Analytics

Fuel aviation data solutions

Job Information

Recruiter[Michael Page](#)**Job ID**

1556714

Division

Sales

Industry

Railway, Airline, Other Transport

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ Negotiable, based on experience

Refreshed

January 20th, 2026 07:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 75%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are seeking a **Business Development Manager** to lead growth initiatives in the aviation sector, focusing on Southeast Asian airports and airlines. In this role, you will identify, prospect, and build commercial relationships with key stakeholders, while collaborating closely with internal teams to deliver value-driven solutions.

You will develop new relationships, execute sales strategies, and expand our footprint in the aviation market by driving revenue growth and long-term partnerships.

Key Responsibilities

- Acquire new clients, generate leads, and execute a sales plan to increase market share in the airport and airline segment.
- Schedule and attend sales appointments, manage a small portfolio of clients, and maximize cross-sell/upsell opportunities.
- Negotiate and close commercial agreements, ensuring value-based outcomes.
- Define and execute business development strategies aligned with company goals, while identifying new opportunities and market trends.
- Track, analyze, and report on sales performance to inform continuous improvement.
- Partner with marketing and strategy teams to design data-driven sales campaigns.
- Attend industry events and conferences to build networks and represent the business.

Required Skills

- Proven track record in lead generation and new business sales.
- Strong communication, negotiation, and presentation skills.
- Self-motivated, results-oriented, and client-focused.
- Ability to build win-win relationships and deliver solutions that add measurable value.
- Creative, adaptable, and comfortable navigating a fast-changing market.
- Growth mindset, continuously seeking opportunities for innovation and improvement.

Company Description