

Business Development Manager - Electronic Components

Business Development - Electronics

Job Information

Recruiter

[Michael Page](#)

Job ID

1559542

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Refreshed

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General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Business Development Manager will play a pivotal role in driving sales growth and building strategic partnerships within the industrial and manufacturing industry. This position is based in Tokyo and requires a results-driven individual with a passion for identifying new business opportunities.

Client Details

The company is a small-sized organisation operating in the industrial and manufacturing sector. It is known for its commitment to delivering high-quality products and services, with a focus on fostering strong client relationships and innovative solutions, with a focus on electronics and components.

Description

- Identify and develop new business opportunities within the industrial and manufacturing sector.
- Build and maintain strong relationships with prospective and existing clients.
- Collaborate with internal teams to create tailored solutions for client needs.
- Negotiate and close deals to meet or exceed sales targets.
- Analyse market trends to identify potential areas for growth.
- Prepare and deliver compelling sales presentations to key stakeholders.

- Maintain accurate records of sales activities and client interactions.
- Provide regular updates and reports to senior management on business development progress.

Job Offer

- Competitive salary in the range of JPY 7200000 to JPY 8800000 + incentives
- Opportunities to work with a small-sized organisation in the industrial and manufacturing sector.
- Collaborative and professional work environment based in Tokyo.
- Comprehensive training and career development opportunities.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

A successful Business Development Manager should have:

- A strong background in sales or business development within the industrial or manufacturing industry.
 - Proven ability to identify and secure new business opportunities.
 - Excellent communication and negotiation skills.
 - Experience in building long-term client relationships.
 - A strategic mindset with the ability to analyse market trends effectively.
 - Proficiency in preparing and delivering impactful sales presentations.
 - Fluency in English and Japanese
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Company Description

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