



CR/087109 | Business Development Manager

Job Information

Recruiter

JAC Recruitment USA

Job ID

1571233

Industry

Other (Manufacturing)

Job Type

Contract

Location

United States

Salary

Negotiable, based on experience

Refreshed

January 20th, 2026 03:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company Overview

A company in the industrial machinery sector is hiring for a Business Development Manager position focused on the US market. This organization is expanding its presence and seeks a dynamic professional to lead market entry efforts. The role offers the chance to shape brand visibility and drive growth in a competitive industry, working closely with global teams to deliver tailored solutions.

Job Description

- Drive brand awareness in the US through strategic outreach, including email, phone, social media, and participation in trade shows and industry events.
- Analyze digital advertising performance and provide feedback to optimize campaigns.
- Develop and adapt sales presentations and marketing materials for the US market.
- Identify and engage key decision-makers to understand their needs and present solutions that demonstrate competitive advantages.
- Manage the full sales cycle, from lead generation to contract negotiation and closing, ensuring timely follow-up and achievement of sales targets.
- Coordinate technical requirements with the engineering team in Japan, preparing quotations for standard products

and facilitating technical meetings for customized solutions.

- Submit monthly activity reports and participate in quarterly strategy reviews with headquarters.

Qualifications

- Proven experience in B2B sales, business development, or inside sales, with a strong understanding of the US market.
- Demonstrated ability to negotiate and close deals, consistently meeting or exceeding quotas.
- Excellent communication and interpersonal skills for building trust with clients and internal teams.
- Proficiency in CRM tools such as Salesforce or HubSpot.
- Self-starter with the ability to work independently in a remote or startup environment.
- Preferred: Experience in manufacturing, particularly pumps or industrial machinery; bachelor's degree or equivalent experience; familiarity with international teams or Japanese companies.

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Company Description