



【800～1200万円】 Business Development Manager

ビューローベリタスジャパン株式会社での募集です。 法人営業（その他）のご経験の...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

ビューローベリタスジャパン株式会社

Job ID

1573594

Industry

Other (Infrastructure)

Company Type

International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

8 million yen ~ 12 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】有給休暇は入社時から付与されます 有給休暇 初年度 12日（初年度は入社月に応じ付与）【休日】完全週休二日制 ...

Refreshed

April 2nd, 2026 18:00

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2340166】

Position Overview:

We are seeking a highly motivated and results oriented Business Development Manager to join our Consumer Products Services (CPS) team in Japan. The primary focus of this role will initially be on Softline products (e.g. apparel home textiles and accessories) with gradual expansion to cover Hardgoods and Electrical Electronic products as part of our growth and market expansion strategy.

The successful candidate will be responsible for identifying pursuing and securing new business opportunities in the Softline Hardline and related consumer goods testing and inspection markets. This position requires strong business acumen industry knowledge and a passion for driving sustainable growth through strategic client engagement and international collaboration.

Key Responsibilities:

1. Conduct market research to identify potential clients market trends and new opportunities within the Softline Hardline and related sectors.
2. Develop and implement strategic business development plans to penetrate new markets and expand the company's presence in Japan.
3. Build and maintain strong relationships with key decision makers influencers and stakeholders in target organizations.
4. Lead the complete sales cycle · from prospecting and lead generation to proposal development negotiation and contract closure.
5. Collaborate closely with internal teams (marketing technical and customer service) to ensure alignment and effective delivery of business solutions.
6. Stay updated on industry developments competitor activities and emerging market trends in consumer product testing and inspections.
7. Prepare and deliver compelling business presentations proposals and quotations tailored to client needs.
8. Monitor and analyze sales performance and pipeline activities to identify areas for improvement and optimize sales strategies.
9. Provide technical and commercial support to clients ensuring seamless coordination between business and technical teams.
10. Represent the company at industry events exhibitions and client meetings both domestically and internationally.

Required Skills

Qualifications and Experience:

- Bachelor's degree in Business Administration Marketing Engineering or a related field.
- Minimum 5 years of experience in business development or sales within: the Testing Inspection and Certification (TIC) industry (preferred) or Trading companies (商社) manufacturing or consumer goods sectors involving international business transactions.
- Proven track record in developing and managing B2B client relationships and achieving sales targets.
- Experience in sales of Softline Hardline Electrical Electronic products or other related consumer goods.
- Strong understanding of consumer product testing quality assurance and compliance processes is an advantage.
- Excellent negotiation communication and interpersonal skills with the ability to engage effectively at all organizational levels.
- Business level English proficiency (both written and spoken) is mandatory; Japanese fluency is required.
- Proficient in Microsoft Office and CRM systems.
- Willingness to travel domestically and internationally as required.

Personal Attributes:

- Proactive and self motivated with a strong sense of ownership and accountability.
- Strategic thinker with the ability to identify opportunities and deliver results.
- Capable of working independently and collaboratively in a multicultural environment.
- Passionate about customer satisfaction growth and continuous improvement.

Company Description

船級／産業／建築認証／システム認証／食品分析／インサービス検査／コモディティ／消費財検査／政府指定検査・国際貿易検査