



## PR/087269 | Business Development Rep / Account Manager

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1583857

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

June 2nd, 2026 06:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### 1. Company Overview

A company in the IT and ERP consulting industry is hiring for a Business Development Representative / Account Manager position. The organization supports clients through technology-driven solutions and values long-term partnerships built on trust, collaboration, and consultative engagement. This role plays a key part in expanding the company's presence in the U.S. market by developing strong customer relationships and delivering value-focused solutions.

#### Job Description

- Develop and manage an annual individual business development plan aligned with regional goals
- Identify and secure new business opportunities with Japanese and American customers in the assigned region
- Build, maintain, and expand relationships with customers to support successful project execution
- Upsell and cross-sell solutions to existing customers to grow account value
- Lead the pre-sales process, including pricing, proposals, presentations, forecasting, and opportunity qualification
- Deliver product demonstrations related to ERP solutions and IT infrastructure
- Provide regular activity reporting and maintain accurate data in the internal CRM system
- Support team-wide business development activities such as meetings, proposals, estimations, and documentation
- Collaborate on regional marketing initiatives including events, seminars, promotional content, and outreach
- Work closely with delivery and sales teams to support contracts, service delivery, and client satisfaction

Participate in required training and contribute to continuous improvement of services, processes, and methodologies

Qualifications

- Bachelor's degree in business, economics, computer science, or a related field
- At least two years of experience in outside business development or sales
- Native-level Japanese language proficiency, both written and verbal
- Strong English communication skills, written and verbal
- Ability to build and manage a strong business development pipeline
- Strength in consultative and solution-oriented selling, including communication with executive-level stakeholders
- Experience preparing proposals and presentations using PowerPoint, Word, and Excel
- Professional demeanor with strong accountability and teamwork skills
- Ability to understand customer needs and translate them into effective solutions
- Willingness to travel to other regions as required

Preferred qualifications include knowledge of IT and ERP systems, strong presentation skills, familiarity with pre-sales methodologies, and relevant certifications in IT or ERP pre-sales.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description