



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

May 5th, 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.

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Company Description