

Business Development Representative

> **米系SaaSユニコーン企業での募集です。 営業推進・企画のご経験のある方は歓迎…**

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
米系SaaSユニコーン企業

Job ID
1587702

Industry
Software

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 13 million yen

Work Hours
09:00 ~ 18:00

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
November 13th, 2026 16:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2324487】
About the role…

Via this entry point into our company you are positioned to learn the business from a sales and commercialization aspect by working closely with Account Executives and Pre sales teams to discover opportunities and develop them into revenue generating client solutions. You will be responsible for strategically identifying key decision makers at companies matching our target market and helping to grow our customer base across Japan in designated industries verticals through consistent

outreach and engagement.

A successful candidate is someone with a Bachelor’s degree in a business marketing quantitative or engineering discipline. You will bring your intellectual curiosity and drive to make an impact that will enable you to seek and understand the supply chain challenges of potential customers and speak to how our solutions can assist..

We have moved from start up to scale up mode across the globe. This kind of growth will allow you to build relationships here within many parts of the organization quickly including: Product Management Marketing Finance Customer Success/Client Management etc. and envision your own career path advancement beyond this role into one of these other groups both in Japan as well as abroad. We are truly a global employee base working across time zones and partnering cross functionally with other regions.

This role is based in Tokyo Japan. This person will enjoy a hybrid work approach with a mix of onsite at our office and some work from home time at the manager’s discretion.

What you’ll do…

/Proactively seeking new business opportunities in the Japanese market through marketing campaigns event marketing social media activities
/Building a prospect database and communication strategy using LinkedIn and other supply chain business sources continually striving to be innovative in your outreach approach
/Working cross functionally with the Industry Solution Leaders Account Executives and Presales to initiate introductory meetings with your assigned industry prospects and partners conducting some limited demonstrations of the our platform
/Partnering with our Creative team to create innovative content and ideas for outreach strategies as well as continued community engagement events in various markets
/Maintaining up to date prospect and client information via the Salesforce CRM platform
/Networking and sharing best practices with the Innovations Strategist teams in NA EMEA India

Required Skills

What you’ll bring…

・Education: Bachelor’s Degree preferably in a business marketing or a quantitative field
・Experience: 0 2 years professional B2B business development experience preferred
Skills:
・Quicker Leaner: Basic understanding of supply chain planning concepts would be a plus but eagerness to learn and develop in the field of supply chain
・Proficient use of GSuite/MS Office LinkedIn
・Experience with CRM and lead generation software（e.g. Salesforce Outreach） would be a plus
・Data analytical skills: can use MS Excel/Google Worksheet to conduct data analysis; can generate simple report from Salesforce
・Language Skills: Native level Japanese is a MUST Business level English

Company Description

ご紹介時にご案内いたします