

Business Development Senior Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Logistics Company

Job ID
1617199

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
October 29th, 2026 21:00

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
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Purpose of the Role
Drive growth in contract logistics and domestic transportation services through new business development initiatives.
Lead the identification, pursuit, and acquisition of new business opportunities within targeted industry sectors, with particular focus on service logistics and parts distribution operations.
Build and maintain strong collaborative relationships with sector leadership teams and key internal stakeholders to support business growth objectives.
Key Accountabilities
Customer
Identify and prioritize prospective customers with high business potential.
Conduct discovery and assessment meetings to understand customer challenges, business needs, and opportunities for value creation.
Evaluate sales opportunities with senior stakeholders to determine strategic fit, competitiveness, and likelihood of success.
Develop, present, and negotiate tailored logistics and supply chain solutions that demonstrate clear customer value.
Maintain awareness of customer industries, market trends, and competitive activities to identify emerging opportunities and risks.

External Stakeholder Management
Develop and maintain strong relationships with prospective and existing customers to build a robust long-term sales pipeline.
Monitor developments within the logistics and transportation industry, as well as assigned market sectors, to anticipate customer needs and support innovative solution development.
Internal Collaboration
Partner with sector teams and operational functions to ensure customer requirements and expectations are effectively addressed.
Collaborate closely with internal departments, including technology, procurement, solution design, operations, and human resources, to develop competitive customer proposals.
Foster transparent and effective working relationships with regional and global stakeholders to support successful business development activities.
Problem Solving and Decision Making
Design commercially viable solutions that balance cost, service quality, operational complexity, and customer requirements.
Coordinate cross-functional resources to maximize efficiency and deliver customer-focused outcomes.
Work closely with solution design and operational teams to ensure proposed solutions are feasible and aligned with customer needs.
Lead and support commercial discussions, contract negotiations, and agreement finalization processes.

Employee Benefits:
■福利厚生■
社会保険完備（雇用保険・労災保険・厚生年金・健康保険）
・団体生命保険
・退職金制度（確定拠出年金）
・財形貯蓄制度
・慶弔見舞金
・永年勤続表彰制度
・提携保養所利用 他

Required Skills

Key Capabilities & Skills
Strong knowledge of supply chain management, logistics operations, and contract logistics services.
Industry expertise in sectors such as automotive, service parts, manufacturing, or other relevant industries.
Ability to coordinate effectively across multiple functions and departments to achieve business objectives.
Strong presentation and facilitation skills for both internal and external audiences.
Excellent interpersonal and relationship-building skills.
Strong analytical and problem-solving capabilities with the ability to interpret data and identify business opportunities.
Effective written and verbal communication skills, including the ability to operate in multilingual business environments.
Sound financial and commercial acumen, including an understanding of business cases, pricing, and profitability.
Ability to influence stakeholders and communicate complex concepts clearly and effectively.
Competencies
Strong commercial awareness with a customer-centric approach.
Results-driven mindset with a focus on achieving business objectives.
Collaborative team player who works effectively across functions and levels of the organization.
Self-motivated and proactive, with the ability to take initiative and drive projects independently.
Demonstrated experience in sales, business development, account management, or commercial roles within logistics, supply chain, transportation, or related industries.
Bachelor's degree in business, engineering, operations management, supply chain management, or a related field preferred.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

?

We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.