

PR/087725 | AI Business Development Manager

Job Information

Recruiter
JAC Recruitment USA

Job ID
1619336

Industry
IT Consulting

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:23

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION SUMMARY

A well-established Japanese technology services company is seeking a well-connected, results-oriented Sales Manager to support revenue growth by identifying new business opportunities and strengthening strategic relationships with enterprise customers across various industries.

RESPONSIBILITIES

- Generate new business opportunities and drive revenue growth by selling technology consulting and professional services related to DevOps, AWS Cloud Architecture, Automation, and System Engineering solutions
- Utilize established relationships with executive-level leaders, including CEOs, CIOs, CTOs, COOs, CFOs, and CISOs, to create opportunities and secure new business

- Build and oversee a healthy pipeline of enterprise prospects and customers
- Develop strategic partnerships within Healthcare, Automotive, Aerospace, Manufacturing, Technology, and other targeted sectors
- Lead executive presentations, solution discussions, and contract negotiations with prospective clients
- Partner with technical teams to develop tailored proposals that address customer requirements and business objectives
- Represent the organization at networking events, industry conferences, and customer meetings
- Achieve or surpass annual sales and revenue goals

QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Engineering, Information Technology, Computer Science, or a related discipline
- Master's degree in Computer Science, Software Engineering, Information Technology, or a related technical field is preferred
- 7+ years of experience in enterprise technology sales, IT consulting sales, professional services sales, or similar B2B solution-selling environments
- Demonstrated success in business development and achieving sales objectives
- Strong network of executive-level decision-makers, particularly across Healthcare, Automotive, Aerospace, Manufacturing, and related industries
- Experience selling Cloud, DevOps, Infrastructure, Managed Services, Digital Transformation, Software Development, or IT Consulting offerings

LOCATION Irvine, CA (Onsite - 5 Days/Week)

EMPLOYMENT TYPE Full-Time

SALARY Up to $180,000 + Performance-Based Commission

BENEFITS Medical, dental, vision, 401K and others

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