



Senior Business Development Consultant – Japanese & English

Leading global company / No age limit

Job Information

Recruiter

SK Global Co Ltd

Hiring Company

Leading global company

Job ID

1288646

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 17 million yen

Refreshed

April 18th, 2024 02:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Join the world of CliftonStrengths & Employee Engagement!

Are you an ambitious sales leader who can sell concepts and solutions that drive business growth? Do you have the natural confidence and charisma to network and quickly build relationships with decision-makers? Do you have a track record of thriving in a self-starting environment? Are you driven by the opportunity to earn uncapped performance-based compensation?

We are looking for an influential, senior business development professional, who is fluent in English and Japanese, to join us as we continue to expand into a growing market with our ground-breaking consulting solutions. In this role, you will be crucial

to the growth of our company by leading the sales of our human capital consulting and learning services for our Japanese clients. Ideal candidates will have a passionate belief in our mission and the resourcefulness to align businesses' needs with our insights. As you grow within a possible future career growth opportunity for the right person would be to lead the Business Development team for Japan.

We taught the world to discover its strengths. And that's only the beginning. Join us as we revolutionize the world with our extraordinary advice and analytics.

As a Senior Business Development Consultant, you will :

- Own a regional sales territory and execute plans for consistent sales growth
- Represent our prestigious consulting services, including our High-Performance Management course, employee engagement research, talent-based hiring, Strengths-based development solutions, and Strengths coaching certification
- Tactically source leads to finding prospects
- Research clients' human capital needs; strategically match their needs with our solutions and close deals that fully align the two
- Build quick rapport and a strong network of influence with contacts and prospects
- Learn, grow and find untapped success by partnering with our best consulting sales mentors

Required Skills

What you need:

- Bachelor's degree is required; a Master's is desirable
- A minimum of seven years of experience in B2B sales, consultative solutions-based sales, or entrepreneurial efforts
- Full fluency in both Japanese and English
- Experience in workplace solutions, human capital, organizational transformation, employee engagement, or a related field is an advantage
- A target driven and proven self-starter with the ability to deliver on initiatives without constant supervision
- The ability to build relationships with clients at all levels
- Able to travel occasionally as business demands
- You should be authorized to work in Japan on a full-time basis

What we offer

- A strengths-based, engagement-focused, and performance-oriented culture
- An individualized and flexible work schedule
- A comprehensive benefits package including competitive salary and travel reimbursement
- World-class managers who support, position, empower and engage you
- Ongoing learning and development opportunities
- Mission-driven work that changes the lives of people around the world

We Provide analytics and advice about everything that matters.

We are an equal opportunity/affirmative action employer that celebrates, supports, and promotes diversity and inclusion. We will consider all qualified applicants without regard to race, color, religion, sex, national origin, disability, sexual orientation or gender identity, or any other legally protected basis, in accordance with applicable law.

Company Description

ABOUT US

We are able to deliver excellent results to both our clients and candidates and our focus is on excellent quality, professionalism, and sincerity . We are able to deliver excellent results to both our clients and our candidates and our focus is on excellent quality, professionalism, We strongly believe that we have the expertise **and** knowledge to introduce the best candidates to fill positions in Japan. Our team has an excellent in-depth knowledge of the Japanese job market to source the right candidates for high performance.

Career Advice

We promise to help you through the process of finding your next position. As a candidate, you will receive genuine advice and assessment. We will market your skills the best way we know-how, guide you through your interviews and give you our best advice. We will only submit your resume to a client with your knowledge and agreement. In short, making a career move is one of the most important decisions you may face, and we promise to guide you through every step of the way and maintain a professional and courteous manner, no matter what your decision may be.

About SK Global

SK Global is a division of a team of experienced, talented recruiters who are committed and dedicated to the search and placement of qualified candidates, Our company holds an impressive track record of successfully completing a large number of candidates placement with knowledge of the industry, specialist recruitment methodology and our approach to recruitment has made us uniquely special from other intervention to ensure that we deliver the best

results for our clients and candidates.

Our Approach Commitment to Excellent Service

We believe that every hiring decision impacts all areas of people's lives and therefore we are extremely careful in our recruitment approach and placements.

Honesty Innovation Commitment Accountability Professionalism Service and Teamwork

We at **SK Global** work collectively to deliver service we can be proud of and are able to deliver results in the shortest period of time. Whether you are looking for talented individuals to join your team, or a brand new challenge yourself, we promise to deliver the best possible service we can.

Our Area of Expertise

We aid, assist, and work with both Japanese and International clients who are looking to hire qualified individuals in both Japan and overseas Our area focuses on mid-career to senior-level positions in Japan and covers all levels of seniority.