Business Development Manager｜IT/テクノロジー業界での事業開発経験のある方 ◆JLPTN2

募集職種

採用企業名
Nihon Technology Private Limited

支社・支店
Nihon Technology

求人ID
1430997

業種
ビジネスコンサルティング

会社の種類
中小企業 (従業員300名以下) - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2024年04月29日 06:00

応募必要条件

職務経験
6年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
流暢

最終学歴
大学卒：学士号

現在のビザ
日本での就労許可が必要です

募集要項

Sales and Business Development Manager
We are hiring a business development manager to take over a mix of existing accounts and new sales. To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new business. Contacting potential clients to establish rapport and arrange meetings. Handling B2B & C2C.

Roles and Responsibilities:

- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Finding and developing new areas and improving sales.
- Developing quotes and proposals for clients.

- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.
- Working with account managers on existing accounts and cross sell.

スキル・資格

- 7+years of experience in sales, marketing or related field.
- Strong communication skills
- Experience of working in IT sales.
- Excellent organizational skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Able to communicate in Japanese Read, write (Emails and customer communication) and Speak in business level (JLPT N3 to N2)or Native

会社説明

We provide IT solutions and globalization services for Japanese companies both within Japan and across the globe. Our team of bilingual engineers and managers deliver complex IT solutions in ERP (SAP), JAVA / MS / Open source platforms for customers across Japan,Europ Japan,Europe,Asia and India geographies.

Further, in recent years we have started delivering services across various industries in emerging technologies such as Blockchain, AI, Analytics, Internet of Things(IoT) gs(IoT) and Robotic Process Automation(RPA) Automation(RPA) as well. Furthermore, from the perspective of human resource development, our Japanese language training department strengthens and enhances the language skill of Bilingual technical professionals. We also function as a human resource consultancy dispatching value added resources to Japan after imparting Japanese skills training and technical skills training. As a part of our learning management services, we offer e-learning and video learning development services, state-of-the-art learning management systems on the cloud to host content.