Business Development Manager 独占求人

Work-life balance, friendly environment!

募集職種

採用企業名
株式会社システムズ ゴー

求人ID
1453630

部署名
Sales Department

業種
IT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

外国人の割合
外国人 多数

雇用形態
正社員

勤務地
東京都 23区, 港区

最寄駅
日比谷線駅

給与
経験考慮の上、応相談

ボーナス
固定給+ボーナス

歩合給
固定給+歩合給

時給
Great work-life balance

勤務時間
Mon-Fri 9am-6pm

休日・休暇
Starts at 13 days/yr paid leave, increases each year until 22/yr

更新日
2026年11月10日 19:00

応募必要条件

職務経験
3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 (英語使用比率: 常時英語)

日本語レベル
ビジネス会話レベル

最終学歴
専門学校卒

現在のビザ
日本での就労許可が必要です

募集要項

Position Overview: We are seeking an experienced Business Development Manager to join our dynamic team in Tokyo. This role is pivotal in expanding our client base and driving sales growth in the Japanese and APAC markets. The ideal candidate will have a strategic approach to business development, a hunter mentality, and a passion for value-based selling.

Duties & Responsibilities:

- Develop and execute strategic business development plans to achieve sales targets and expand our client base in the APAC region.
- Identify and pursue new business opportunities through intensive networking, market analysis, and relationship building.
- Engage with decision-makers at various levels to understand their business needs and present tailored IT/AV solutions.
- Close new IT/AV as a Service, procurement as a service and workplace transformation service deals in order to overachieve the ambitious growth targets
- Collaborate with internal teams to ensure seamless delivery of services and maintain high customer satisfaction.
- Monitor market trends, competitor activities, and industry developments to stay ahead of the curve.
- Prepare and deliver compelling sales presentations, proposals, and contracts.
- Track and report on sales performance metrics in Salesforce CRM, providing insights and recommendations for continuous improvement.
- Conduct Market research to gather business intelligence and present finding to the Sales & Marketing team.
- Develop and propose innovative BDM/marketing ideas and activities.
- Provide feedback on market trends, competitive offering, and customer needs.
- Create targeted sales materials to support business development initiatives.

スキル・資格

Qualifications:

- Bachelor’s degree in a commercial or technical field of study preferred.
- Several years of experience in IT sales, preferably in the B2B sector.
- Proven track record of achieving sales targets and driving business growth.
- Strong understanding of value-based selling methodologies and strategic sales approaches.
- Excellent communication and interpersonal skills, with the ability to articulate complex technical concepts to non-technical audiences.
- Proactive, self-motivated, and results-oriented with a hunter mentality.
- Ability to work independently and as part of a team, demonstrating strong collaboration skills.
- Familiarity with the Japanese market and business culture is highly desirable.
- Fluency in English; proficiency in Japanese is a plus.
- Permission to work in Japan required

会社説明

systemsGo is a well-established and growing IT professional services company based in Tokyo with offices in Osaka, Hong Kong, Shanghai, Singapore and also servicing clients in Beijing, Seoul, Bangkok, Kuala Lumpur, Hanoi and Taipei.

We are committed to providing our clients with the highest-quality professional services which include IT infrastructure support, systems integration, project management, consulting and staffing solutions. Our client portfolio includes global investment banks, private equity firms, pharmaceutical and biotech companies, law firms, IT companies, trading & manufacturing firms.

We look after our employees, provide many opportunities for career advancement, competitive salaries, excellent benefits and opportunities to travel and relocate to companies within our group. We are always looking for people with the same commitment to providing quality service, and an enthusiasm to learn and grow.

株式会社 システムズ ゴーは東京に本社を置くIT企業です。大阪、香港、上海、シンガポールに支社を拡大し、アジア各地

にプロフェッショナルなITサービスを提供しています。また北京、ソウル、バンコク、クアラルンプール、ハノイ、台北などにもサービスを展開しています。

IT分野のインフラ整備、システムインテグレーション、プロジェクトマネジメント、コンサルティング、人材ソリューションなどを専門としており、他にはない最高レベルのサービスを提供しています。世界的なビジネスを展開する投資銀行や投資信託、製薬及びバイオテクノロジー企業、法律事務所、IT企業、貿易や製造系企業などの外資系企業が、わたしたちのクライアントです。

システムズ ゴーではキャリアアップや給与の見直し、国内外拠点への異動、福利厚生の充実など、従業員にあらゆる機会を提供し、より快適な職場環境への改善に努めています。

向上心が高く、わたしたちとともに最高のサービスを追求してくださる方からのご応募をお待ちしています。