



事業開発・営業管理部長 / Head of Business Development and Sales グローバル

Vibrant Team / Great Workplace

#### 募集職種

##### 人材紹介会社

Hire Pundit Japan 株式会社

##### 採用企業名

Hire Pundit Japan K K

##### 求人ID

1460489

##### 業種

人材紹介

##### 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 半数

##### 雇用形態

正社員

##### 勤務地

東京都 23区, 千代田区

##### 最寄駅

都営新宿線、 岩本町駅

##### 給与

経験考慮の上、応相談

##### ボーナス

給与： ボーナス込み

##### 歩合給

固定給+歩合給

##### 勤務時間

9 am to 6 pm

##### 休日・休暇

Weekend and National Holidays in Japan

##### 更新日

2026年02月18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

ビジネス会話レベル

**最終学歴**

大学卒： 学士号

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**現在のビザ**

日本での就労許可が必要です

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**募集要項**

## Responsibilities :

- Identify and develop new business opportunities through networking, industry knowledge, current expertise and existing contacts
  - Proactively initiate contact with potential clients and conduct research to identify new markets and customer needs
  - Build and maintain good relationship with existing clients in order to facilitate repeat business
  - Persuade clients sign search contracts on exclusive and/or retainer basis
  - Assist clients in formulating their expectation and contractual requirement in order for the appropriate candidates to be suitably matched with the role
  - Work together with the internal researchers to match the candidates to the profile and create a shortlist
  - Manage recruitment operations to ensure database is compliant with laws, help team manage KPIs and achieve targeted results.
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**スキル・資格**

## Requirements :

- A self-starter with desire for success who can spot new opportunities
- Business Development experience of 5 years or more in Service Industry (Min 3 years in Japan)
- Experience with design and implementation of business development strategy
- Driven individual motivated by sales results
- Ability to self motivate and manage and motivate a team
- Excellent communication skills: written, verbal and listening

Note - Candidate from Recruitment Agency/Firm with minimum 3 years of experience in Business Development for Permanent & Executive Search Positions will be given high preference.

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**会社説明**