



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

2025年12月10日 02:00

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

現在のビザ

日本での就労許可が必要です

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.

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.

会社説明