



## Business Development Manager - IoT法人営業マネージャー リモート可

**REMOTE WORK ON!**

### 募集職種

人材紹介会社

[Hire Pundit Japan 株式会社](#)

求人ID

1539420

業種

自動車・自動車部品

雇用形態

正社員

勤務地

東京都 23区

給与

1200万円 ~ 1500万円

更新日

2025年07月23日 02:00

### 応募必要条件

職務経験

10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

1. Identify and develop new business opportunities in the Japanese market for Integrated Engineering Services (Mechanical/Electrical/Electronics/IT Services) to manufacturing vertical
2. Research and analyze market trends, competitor activities, and emerging technologies to create an effective sales pipeline.
3. Functional expertise - New Business Development, Strategic Account Management, Business Planning, Productivity Improvements.
4. Identify client business needs and business challenges, forecast requirements, and work on proposals for customized business solutions.
5. Establish strong relationships with Japanese Engineering / IT companies, OEMs, Tier 1 & Tier 2 suppliers, industrial automation firms, automotive, and manufacturing companies.
6. Engage with CXOs, decision-makers, to position the company as a preferred service provider.
7. Ensure exceptional client service, managing post-sales engagement, and growing key accounts.
8. Drive the end-to-end sales cycle: **lead generation, prospecting, client meetings, proposal development, negotiations, and closures.**
9. Achieve and exceed assigned sales revenue, profitability, and business development targets.
10. Coordinate with pre-sales, engineering, and delivery teams to ensure seamless project execution.

11. Manage the proposal development process and maintain the timelines for the proposal teams.
  12. Understand and adapt to Japanese business etiquette, communication style, and decision-making processes.
  13. Ensure marketing materials, presentations, and proposals align with Japanese language and business preferences.
  14. Protects organization's value by keeping information confidential.
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## スキル・資格

### Desired Candidate Skills:

1. 8+ years in business development & sales, specifically targeting the **Japanese market**.
  2. Proven expertise in selling engineering Services to medium size industrial machinery, Industrial products, Hi tech companies
  3. Proven experience in selling new product development (NPD), Manufacturing automation, design to manufacturing, Electronics design, IoT projects.
  4. In-depth understanding of **Japan's industrial sectors – Industrial Products, Machinery, off highway, Agricultural equipment's, Manufacturing automation**
  5. Proficiency in **Japanese (JLPT N2 or higher preferred)** is must.
  6. Lead generation, Customer Front ending, RFQ inputs gathering, RFQ submission, PO Conversion and Sales/Invoice processing for Embedded Engineering Services
  7. Demonstrated success in client acquisition, revenue growth, and strategic partnerships in Japan.
  8. Ability to understand engineering solutions, digital transformation strategies, and embedded systems to drive consultative sales.
  9. Basic understanding of Information Security Management system
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## 会社説明