

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11月12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/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.
- 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.

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

会社説明