

MichaelPage

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Business Development - Travel Solutions Company**Business Development - Travel Solutions****募集職種****人材紹介会社**

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1542105

業種

旅行・観光

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年05月21日 18:00

応募必要条件**キャリアレベル**

中途経験者レベル

英語レベル

流暢

日本語レベル

ネイティブ

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

This role focuses on business development in the travel industry, promoting a booking platform for travel agents. Through market analysis and partnership expansion, you will drive growth and uncover new opportunities.

Client Details

A global company with offices worldwide, specializing in sales, marketing, and distribution solutions for the travel industry. Known for innovation and dynamic growth, the company provides a collaborative and rewarding work environment.

Description

- Develop and expand partnerships with travel agencies, tour operators, and corporate clients
- Expanding partnerships and promoting a booking platform for travel agents in the travel industry
- Identify new business opportunities and close strategic deals
- Conduct market research and competitor analysis
- Work cross-functionally with internal teams to develop partner solutions
- Represent client's system at industry events and conferences

Job Offer

- The opportunity to work in a large organization with international exposure
- A supportive and collaborative work environment
- Comprehensive professional development opportunities

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

スキル・資格

- 3+ years of experience in business development or sales within the travel industry
 - Strong negotiation, communication, and relationship-building skills
 - Self-motivated and goal-oriented
 - Fluent in Japanese and English
 - Must have valid passport and drivers license
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会社説明

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