



【英語を活かす】BDアソシエイト/VP / BD Associate/ VP

外資系金融サービス会社にて、BDアソシエイト/VPの求人がございます。

募集職種

人材紹介会社

ロバート・ウォルターズ (Robert Walters)

求人ID

1545005

業種

アセットマネジメント

雇用形態

正社員

勤務地

東京都 23区

給与

1100万円 ~ 1500万円

勤務時間

お問い合わせください

更新日

2025年07月16日 03:00

応募必要条件

キャリアレベル

エグゼクティブ・経営幹部レベル

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

An international financial services organisation is looking for a Business Development Associate/VP. The selected candidate will drive business development by identifying prospects, managing consultative sales processes, and contributing to product strategy. This is a hybrid role.

An international financial services organisation that has successful operations in managing trillions of assets. Headquartered in the US, this company is trusted by clients worldwide.

Keywords:

ビジネス, 営業, セールス, アカウントマネジメント, 求人, 外資系

Job Ref: W9SB0P

Responsibilities:

- Identify prospective clients by understanding their business status, strategy, and needs
- Build and maintain relationships with prospects, managing consultative sales processes
- Deliver sales presentations and qualify opportunities based on client requirements
- Collaborate with Portfolio Managers, Traders, and other professionals to advance sales efforts
- Coordinate resources to respond effectively and lead detailed sessions with prospects
- Monitor market trends and competitors to inform product narrative and strategy

Requirements:

- More than 4 years of experience in the financial industry (investment management business, both buy-side and sell-side)
- Experience selling investment or risk management technology to financial institutions is preferred
- Prior experience with senior sales team to support the end-to-end sales of financial products or technology to key prospects is a plus
- Proven experience using own software as a user is advantageous
- Knowledge with capital market instruments (equities, fixed income, derivatives)
- Understanding of private market (private equity, infrastructure, real assets, etc.)
- Business level Japanese and English

会社説明

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.