

MichaelPage

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Business Development Manager - Connector Products**Business Development Manager - Connector****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

1547801

業種

電気・電子・半導体

雇用形態

正社員

勤務地

東京都 23区

給与

900万円 ~ 1100万円

更新日

2025年07月08日 15:18

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

ビジネス会話レベル

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

The Business Development Manager will play a key role in driving sales and expanding market share within the industrial and manufacturing industry. This position is based in Tokyo and focuses on identifying growth opportunities, building relationships, and delivering results.

Client Details

The company is a small-size organisation in Japan specialising in the industrial and manufacturing sector. It has a strong reputation for delivering high-quality products and innovative solutions to its clients worldwide, with their main products being connectors for various applications.

Description

- Identify and pursue new business opportunities within the industrial and manufacturing market.
- Build and maintain strong relationships with existing and potential clients.
- Develop and implement strategic sales plans to achieve revenue targets.
- Conduct market research to stay informed about industry trends and competitor activities.
- Prepare and deliver compelling presentations to clients and stakeholders.
- Collaborate with internal teams to ensure customer satisfaction and project success.

- Negotiate and close sales agreements in alignment with company goals.
- Monitor and report on sales performance and key metrics to management.

Job Offer

- A competitive salary range of approximately JPY 9,000,000 to JPY 11,000,000 annually.
- Opportunities for career growth in a leading industrial and manufacturing company.
- Challenging and rewarding projects that make a significant impact.
- A permanent position with a stable and established company.

If you are a motivated professional looking to excel as a Business Development Manager in the industrial and manufacturing industry, we encourage you to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

スキル・資格

A successful Business Development Manager should have:

- A strong background in sales within the industrial and manufacturing industry.
- Proven ability to identify and develop new business opportunities.
- Excellent communication and negotiation skills.
- A results-oriented mindset with a track record of meeting or exceeding sales targets.
- Familiarity with market research and competitive analysis.
- Proficiency in creating and delivering impactful presentations.

会社説明

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