

MichaelPage

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Business Development Manager

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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

1552201

業種

ハードウェア

雇用形態

正社員

勤務地

山梨県

給与

1200万円 ~ 2000万円

更新日

2025年07月17日 09:32

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

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Join a fast-growing cloud team focused on expanding global cloud solutions into Japan by building strong customer and partner relationships. This role offers a great opportunity to drive sales of cutting-edge cloud products, hit revenue goals, and grow your career in an exciting, global environment.

Client Details

Work with fast-growing internet and gaming companies, alongside strategic partners like distributors and tech providers, to deliver cutting-edge cloud solutions. This role offers the opportunity to build strong relationships and drive innovation in a dynamic market.

Description

- Lead cloud sales and hit yearly targets in fast-growing industries like internet and gaming.
- Build solid relationships and spot new business opportunities.
- Grow and manage key partners across Japan, from re sellers to tech providers.
- Support partner success with training, events, and regular check-ins.
- Work closely with internal teams to improve products and help the business grow.

Job Offer

- Competitive salary and performance-based bonuses
- Opportunities for career growth in a fast-growing global cloud company
- Exposure to cutting-edge cloud technologies and large-scale projects
- Collaborative, diverse, and dynamic work environment
- Training and development programs to enhance skills

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

スキル・資格

- Strong experience in IT sales, including cloud computing experience with Public Cloud solutions.
 - Proven ability to grow business with key customers and manage deals from start to finish.
 - Fluent in Japanese and confident in English, with strong communication and negotiation skills.
 - Comfortable having meaningful conversations with senior leaders and offering solutions that fit their needs.
 - Good understanding of customer challenges, digital transformation, and the latest cloud technologies.
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会社説明

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