



## Global Sales &amp; Business Development/グローバル営業・ビジネス開発

Multinational Global Company!

## 募集職種

人材紹介会社

Hire Pundit Japan 株式会社

求人ID

1552214

業種

ITコンサルティング

雇用形態

正社員

勤務地

東京都 23区

給与

500万円 ~ 600万円

更新日

2026年02月12日 01:00

## 応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

## 募集要項

- Provide **accurate interpretation (Japanese ↔ English)** during business meetings, ensuring smooth communication between the Sales Head and the Indian/Japanese teams.
- **Schedule and coordinate meetings** efficiently, managing calendars and making professional outreach calls.
- **Support business development efforts**, including lead generation, client follow-ups, and nurturing relationships with prospects and existing clients.
- Assist in preparing **presentations, proposals, and meeting notes** in both English and Japanese.
- Conduct **market research** to identify new business opportunities and potential clients in Japan.
- Collaborate with internal teams to ensure **seamless execution of sales strategies**.
- **Respond promptly to inbound inquiries** from Japanese clients.

## スキル・資格

- **Fluent in Japanese & English** (spoken & written; JLPT N2 or above preferred).
- Prior experience in **client-facing roles**, preferably in **business development, sales support, or inside sales**.

- Strong understanding of **Japanese business etiquette and corporate culture**.
- Proficiency in **sales tools** (ZoomInfo, LinkedIn Sales Navigator, CRM systems).

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会社説明