

Global Sales & 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

2025年12月04日 03:00

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).

会社説明