

MichaelPage

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Business Development Manager – Aviation Analytics

Fuel aviation data solutions

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

1556714

部署名

Sales

業種

鉄道・航空・その他旅客輸送サービス

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

800万円～経験考慮の上、応相談

更新日

2025年09月16日 12:02

応募必要条件

職務経験

1年以上

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 (英語使用比率: 75%程度)

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

We are seeking a **Business Development Manager** to lead growth initiatives in the aviation sector, focusing on Southeast Asian airports and airlines. In this role, you will identify, prospect, and build commercial relationships with key stakeholders, while collaborating closely with internal teams to deliver value-driven solutions.

You will develop new relationships, execute sales strategies, and expand our footprint in the aviation market by driving revenue growth and long-term partnerships.

Key Responsibilities

- Acquire new clients, generate leads, and execute a sales plan to increase market share in the airport and airline segment.
 - Schedule and attend sales appointments, manage a small portfolio of clients, and maximize cross-sell/upsell opportunities.
 - Negotiate and close commercial agreements, ensuring value-based outcomes.
 - Define and execute business development strategies aligned with company goals, while identifying new opportunities and market trends.
 - Track, analyze, and report on sales performance to inform continuous improvement.
 - Partner with marketing and strategy teams to design data-driven sales campaigns.
 - Attend industry events and conferences to build networks and represent the business.
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スキル・資格

- Proven track record in lead generation and new business sales.
 - Strong communication, negotiation, and presentation skills.
 - Self-motivated, results-oriented, and client-focused.
 - Ability to build win-win relationships and deliver solutions that add measurable value.
 - Creative, adaptable, and comfortable navigating a fast-changing market.
 - Growth mindset, continuously seeking opportunities for innovation and improvement.
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会社説明