

MichaelPage

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## Business Development Manager - Electronic Components

## Business Development - Electronics

## 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

1559542

## 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

700万円 ~ 900万円

## 更新日

2025年09月25日 13:58

## 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

日常会話レベル

## 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 pivotal role in driving sales growth and building strategic partnerships within the industrial and manufacturing industry. This position is based in Tokyo and requires a results-driven individual with a passion for identifying new business opportunities.

## Client Details

The company is a small-sized organisation operating in the industrial and manufacturing sector. It is known for its commitment to delivering high-quality products and services, with a focus on fostering strong client relationships and innovative solutions, with a focus on electronics and components.

## Description

- Identify and develop new business opportunities within the industrial and manufacturing sector.
- Build and maintain strong relationships with prospective and existing clients.
- Collaborate with internal teams to create tailored solutions for client needs.
- Negotiate and close deals to meet or exceed sales targets.
- Analyse market trends to identify potential areas for growth.
- Prepare and deliver compelling sales presentations to key stakeholders.

- Maintain accurate records of sales activities and client interactions.
- Provide regular updates and reports to senior management on business development progress.

#### Job Offer

- Competitive salary in the range of JPY 7200000 to JPY 8800000 + incentives
- Opportunities to work with a small-sized organisation in the industrial and manufacturing sector.
- Collaborative and professional work environment based in Tokyo.
- Comprehensive training and career development opportunities.

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.

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#### スキル・資格

A successful Business Development Manager should have:

- A strong background in sales or business development within the industrial or manufacturing industry.
  - Proven ability to identify and secure new business opportunities.
  - Excellent communication and negotiation skills.
  - Experience in building long-term client relationships.
  - A strategic mindset with the ability to analyse market trends effectively.
  - Proficiency in preparing and delivering impactful sales presentations.
  - Fluency in English and Japanese
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#### 会社説明

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