



CR/087109 | Business Development Manager

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1571233

業種

その他（メーカー）

雇用形態

契約

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2026年02月17日 02:00

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

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

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

Company Overview

A company in the industrial machinery sector is hiring for a Business Development Manager position focused on the US market. This organization is expanding its presence and seeks a dynamic professional to lead market entry efforts. The role offers the chance to shape brand visibility and drive growth in a competitive industry, working closely with global teams to deliver tailored solutions.

Job Description

- Drive brand awareness in the US through strategic outreach, including email, phone, social media, and participation in trade shows and industry events.
- Analyze digital advertising performance and provide feedback to optimize campaigns.
- Develop and adapt sales presentations and marketing materials for the US market.
- Identify and engage key decision-makers to understand their needs and present solutions that demonstrate competitive advantages.
- Manage the full sales cycle, from lead generation to contract negotiation and closing, ensuring timely follow-up and achievement of sales targets.
- Coordinate technical requirements with the engineering team in Japan, preparing quotations for standard products

and facilitating technical meetings for customized solutions.

- Submit monthly activity reports and participate in quarterly strategy reviews with headquarters.

Qualifications

- Proven experience in B2B sales, business development, or inside sales, with a strong understanding of the US market.
- Demonstrated ability to negotiate and close deals, consistently meeting or exceeding quotas.
- Excellent communication and interpersonal skills for building trust with clients and internal teams.
- Proficiency in CRM tools such as Salesforce or HubSpot.
- Self-starter with the ability to work independently in a remote or startup environment.
- Preferred: Experience in manufacturing, particularly pumps or industrial machinery; bachelor's degree or equivalent experience; familiarity with international teams or Japanese companies.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明