



【800～1200万円】 Business Development Manager

ビューローベリタスジャパン株式会社での募集です。法人営業（その他）のご経験の...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

ビューローベリタスジャパン株式会社

求人ID

1573594

業種

その他（インフラ）

会社の種類

外資系企業

雇用形態

正社員

勤務地

神奈川県

給与

800万円～1200万円

勤務時間

09:00～17:30

休日・休暇

【有給休暇】有給休暇は入社時から付与されます 有給休暇 初年度 12日（初年度は入社月に応じ付与）【休日】完全週休二日制...

更新日

2026年05月02日 21:00

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

流暢

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

【求人No NJB2340166】

Position Overview:

We are seeking a highly motivated and results oriented Business Development Manager to join our Consumer Products Services (CPS) team in Japan. The primary focus of this role will initially be on Softline products (e.g. apparel home textiles and accessories) with gradual expansion to cover Hardgoods and Electrical Electronic products as part of our growth and market expansion strategy.

The successful candidate will be responsible for identifying pursuing and securing new business opportunities in the Softline Hardline and related consumer goods testing and inspection markets. This position requires strong business acumen industry knowledge and a passion for driving sustainable growth through strategic client engagement and international collaboration.

Key Responsibilities:

1. Conduct market research to identify potential clients market trends and new opportunities within the Softline Hardline and related sectors.
2. Develop and implement strategic business development plans to penetrate new markets and expand the company's presence in Japan.
3. Build and maintain strong relationships with key decision makers influencers and stakeholders in target organizations.
4. Lead the complete sales cycle · from prospecting and lead generation to proposal development negotiation and contract closure.
5. Collaborate closely with internal teams (marketing technical and customer service) to ensure alignment and effective delivery of business solutions.
6. Stay updated on industry developments competitor activities and emerging market trends in consumer product testing and inspections.
7. Prepare and deliver compelling business presentations proposals and quotations tailored to client needs.
8. Monitor and analyze sales performance and pipeline activities to identify areas for improvement and optimize sales strategies.
9. Provide technical and commercial support to clients ensuring seamless coordination between business and technical teams.
10. Represent the company at industry events exhibitions and client meetings both domestically and internationally.

スキル・資格

Qualifications and Experience:

- Bachelor's degree in Business Administration Marketing Engineering or a related field.
- Minimum 5 years of experience in business development or sales within: the Testing Inspection and Certification (TIC) industry (preferred) or Trading companies (商社) manufacturing or consumer goods sectors involving international business transactions.
- Proven track record in developing and managing B2B client relationships and achieving sales targets.
- Experience in sales of Softline Hardline Electrical Electronic products or other related consumer goods.
- Strong understanding of consumer product testing quality assurance and compliance processes is an advantage.
- Excellent negotiation communication and interpersonal skills with the ability to engage effectively at all organizational levels.
- Business level English proficiency (both written and spoken) is mandatory; Japanese fluency is required.
- Proficient in Microsoft Office and CRM systems.
- Willingness to travel domestically and internationally as required.

Personal Attributes:

- Proactive and self motivated with a strong sense of ownership and accountability.
- Strategic thinker with the ability to identify opportunities and deliver results.
- Capable of working independently and collaboratively in a multicultural environment.
- Passionate about customer satisfaction growth and continuous improvement.

会社説明

船級／産業／建築認証／システム認証／食品分析／インサービス検査／コモディティ／消費財検査／政府指定検査・国際貿易検査