



## PR/087269 | Business Development Rep / Account Manager

### 募集職種

#### 人材紹介会社

JAC Recruitment USA

#### 求人ID

1583857

#### 業種

ITコンサルティング

#### 雇用形態

正社員

#### 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06月02日 06:00

### 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

無し

#### 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

#### 1. Company Overview

A company in the IT and ERP consulting industry is hiring for a Business Development Representative / Account Manager position. The organization supports clients through technology-driven solutions and values long-term partnerships built on trust, collaboration, and consultative engagement. This role plays a key part in expanding the company's presence in the U.S. market by developing strong customer relationships and delivering value-focused solutions.

#### Job Description

Develop and manage an annual individual business development plan aligned with regional goals  
Identify and secure new business opportunities with Japanese and American customers in the assigned region  
Build, maintain, and expand relationships with customers to support successful project execution  
Upsell and cross-sell solutions to existing customers to grow account value  
Lead the pre-sales process, including pricing, proposals, presentations, forecasting, and opportunity qualification  
Deliver product demonstrations related to ERP solutions and IT infrastructure  
Provide regular activity reporting and maintain accurate data in the internal CRM system  
Support team-wide business development activities such as meetings, proposals, estimations, and documentation  
Collaborate on regional marketing initiatives including events, seminars, promotional content, and outreach  
Work closely with delivery and sales teams to support contracts, service delivery, and client satisfaction

Participate in required training and contribute to continuous improvement of services, processes, and methodologies

Qualifications

Bachelor's degree in business, economics, computer science, or a related field

At least two years of experience in outside business development or sales

Native-level Japanese language proficiency, both written and verbal

Strong English communication skills, written and verbal

Ability to build and manage a strong business development pipeline

Strength in consultative and solution-oriented selling, including communication with executive-level stakeholders

Experience preparing proposals and presentations using PowerPoint, Word, and Excel

Professional demeanor with strong accountability and teamwork skills

Ability to understand customer needs and translate them into effective solutions

Willingness to travel to other regions as required

Preferred qualifications include knowledge of IT and ERP systems, strong presentation skills, familiarity with pre-sales methodologies, and relevant certifications in IT or ERP pre-sales.

**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