

PR/090213 | Sales & BDM, Vision Solutions

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント コリア

求人ID
1623370

業種
その他（メーカー）

雇用形態
正社員

勤務地
韓国

給与
経験考慮の上、応相談

更新日
2026年11月17日 10:24

応募必要条件

職務経験
6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

Business Development Manager (Korea)Global Security Technology & Vision Solutions Company
Location: Seoul, Korea
Reporting to: Regional Sales Director (APAC)

About the Company
Our client is a global technology solutions provider supporting multinational organizations across complex and highly regulated industries.

The company partners with enterprise customers throughout APAC and worldwide to help improve operational visibility, risk management, compliance, and business resilience through integrated technology solutions.

With a growing presence across Asia-Pacific, the organization works closely with global enterprises operating in sectors such as:

- Semiconductor
- Life Sciences & Pharmaceutical

- Financial Services
- Technology & Data Infrastructure
- Manufacturing
- Luxury Retail
- Corporate Campuses

This is an exciting opportunity to join a growing business at a key stage of expansion in Korea.

The Opportunity
We are seeking a highly motivated **Business Development Manager** to drive new client acquisition and business growth within the Korea market.

This is a true "hunter" role for an individual who enjoys opening new doors, developing strategic accounts, engaging senior decision-makers, and creating new revenue opportunities from the ground up.

You will work with multinational customers and collaborate closely with regional leadership, technical teams, solution specialists, and delivery functions across APAC.

Key ResponsibilitiesNew Business Development
- Identify, develop, and win new enterprise accounts
- Build and manage a sustainable pipeline of qualified opportunities
- Engage C-Level executives and key business stakeholders
- Develop strategic account plans and market expansion initiatives
- Build relationships with decision-makers across multiple industries

Consultative Solution Selling
- Understand customer challenges and business priorities
- Position value-driven technology solutions aligned with business outcomes
- Lead discovery discussions and opportunity qualification activities
- Develop business cases and commercial proposals
- Support Proof of Concept (PoC) and Proof of Value (PoV) initiatives where applicable

Pipeline & Sales Management
- Manage opportunities throughout the complete sales lifecycle
- Maintain accurate pipeline forecasting and CRM management
- Drive opportunities from first engagement through contract signature
- Utilize structured sales methodologies such as MEDDPICC, Challenger Sales, SPIN Selling, or similar frameworks

Cross-Functional Collaboration
- Collaborate with regional sales teams, marketing, pre-sales, and delivery functions
- Develop go-to-market plans for target accounts and industries
- Support market intelligence and competitive positioning activities
- Ensure seamless transition from sales to delivery and customer success functions

RequirementsEssential
- Proven success in business development or enterprise sales environments
- Experience generating new business opportunities and building pipelines independently
- Strong consultative and solution-based sales capability
- Experience working with multinational customers and complex sales cycles
- Ability to engage both business and technical stakeholders

- Strong communication, presentation, and negotiation skills
- Fluent Korean and business-level English

Preferred Industry Background
Candidates from the following sectors are highly encouraged to apply:

- Security Technology
- Video Surveillance / Vision Solutions
- Access Control
- Smart Building Solutions
- Industrial Automation
- Network Infrastructure
- Enterprise Software
- Cloud & Data Center Solutions
- Digital Transformation
- Technology Consulting

What We're Looking ForHunter Mindset
You enjoy creating opportunities, opening new relationships, and winning business.

Strategic Thinker
You know how to prioritize target accounts and build long-term pipelines.

Consultative Seller
You focus on understanding business challenges before proposing solutions.

Relationship Builder
You establish trust with senior executives and key stakeholders.

Commercially Driven
You understand how to create value for customers while achieving sales results.

Why Join?

- Direct exposure to multinational enterprise clients
- Regional and global career development opportunities
- Fast-growing business environment
- High level of autonomy and ownership
- Opportunity to influence market growth strategy in Korea

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