

systemsGo

Business Development Manager 👍 Exclusive job

Work-life balance, friendly environment!

Job Information

Hiring Company

systemsGo Corporation

Job ID

1453630

Division

Sales Department

Industry

IT Consulting

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Hibiya Line Station

Salary

Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Hourly Rate

Great work-life balance

Work Hours

Mon-Fri 9am-6pm

Holidays

Starts at 13 days/yr paid leave, increases each year until 22/yr

Refreshed

November 25th, 2024 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English Only)

Minimum Japanese Level

Business Level

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

We are seeking an experienced Business Development Manager to join our dynamic team in Tokyo. This role is pivotal in expanding our client base and driving sales growth in the Japanese and APAC markets. The ideal candidate will have a strategic approach to business development, a hunter mentality, and a passion for value-based selling.

Responsibilities:

- Develop and execute strategic business development plans to achieve sales targets and expand our client base in Japan and the APAC region.
- Identify and pursue new business opportunities through intensive networking, market analysis, and relationship building.
- Engage with decision-makers at various levels to understand their business needs and present tailored IT solutions.
- Close news IT as a Service, procurement as a service and workplace transformation service deals in order to overachieve the ambitious growth targets
- Collaborate with internal teams to ensure seamless delivery of services and maintain high customer satisfaction.
- Monitor market trends, competitor activities, and industry developments to stay ahead of the curve.
- Prepare and deliver compelling sales presentations, proposals, and contracts.
- Track and report on sales performance metrics in Sales Force CRM, providing insights and recommendations for continuous improvement.

Required Skills**Knowledge, skills & abilities:**

- Bachelor's degree in a commercial or technical field of study preferred.
- Several years of experience in IT sales, preferably in the B2B sector.
- Proven track record of achieving sales targets and driving business growth.
- Strong understanding of value-based selling methodologies and strategic sales approaches.
- Excellent communication and interpersonal skills, with the ability to articulate complex technical concepts to non-technical audiences.
- Proactive, self-motivated, and results-oriented with a hunter mentality.
- Ability to work independently and as part of a team, demonstrating strong collaboration skills.
- Familiarity with the Japanese market and business culture is highly desirable.
- Fluency in English; proficiency in Japanese is a plus.

*Either apply here via CareerCross or email me directly at: daria.tang@systemsgo.asia

Company Description

systemsGo is a well-established and growing IT professional services company based in Tokyo with offices in Osaka, Hong Kong, Shanghai, Singapore and also servicing clients in Beijing, Seoul, Bangkok, Kuala Lumpur, Hanoi and Taipei.

We are committed to providing our clients with the highest-quality professional services which include IT infrastructure support, systems integration, project management, consulting and staffing solutions. Our client portfolio includes global investment banks, private equity firms, pharmaceutical and biotech companies, law firms, IT companies, trading & manufacturing firms.

We look after our employees, provide many opportunities for career advancement, competitive salaries, excellent benefits and opportunities to travel and relocate to companies within our group. We are always looking for people with the same commitment to providing quality service, and an enthusiasm to learn and grow.

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向上心が高く、わたしたちとともに最高のサービスを追求してくださる方からのご応募をお待ちしています。