

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

September 2nd, 2024 17:49

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

systemsGo is seeking B2B sales professionals to join our team in Japan. These positions are open for both junior and senior. We are looking for people with sales experience. We have been building a client base across the APAC region for over 20 years, this is an opportunity to build on that network.

We value motivated, enthusiastic people who enjoy networking in professional business circles, are able to communicate articulately at the decision-maker level, and are excited by technology and how it can help companies better achieve their business results. We are looking for someone who gets excited about closing a deal, and when done, has already made progress in closing the next one. Deep technical knowledge of IT & AV is not required but helpful.

Duties & Responsibilities:

Sales and Business Development (90%)

- Identify and explore new IT infrastructure & IT Support sales opportunities.
- Pursue, develop and close key sales opportunities.
- Communicate with local / regional / global IT decision makers to position systemsGo as their preferred partner in Japan, and across Asia.
- Call potential clients to explain the systemsGo Solution suite with view to meeting decision makers and presenting a Proposal for services, and ultimately closing a deal to engage them as actual clients.
- Network in the Foreign Business Community through Chambers of Commerce, Business Networking Circles/Associations, etc.

Marketing Research & Marketing (10%)

- Research market to uncover business intelligence and present findings and opportunity value to Marketing Team and Leadership Team.
- Contribute to the development of Marketing ideas & activities.
- Provide market feedback regarding competitive offering and prospect needs.
- Create targeted sales materials.

Other tasks and projects as directed from your team and manager

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

- Analytical problem-solving skills
- Experience in business development and closing sale
- Demonstrated ability to achieve and exceed agreed objectives
- Must be active and organized, show a strong sense of ownership, commitment, & resourcefulness and be a good team player
- Understanding of IT infrastructure in relation to customers' business is highly desirable, but training can be provided
- Adept in use of office IT tools, particularly Windows, Outlook, Word and Excel

*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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どにもサービスを展開しています。

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