

# 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

January 20th, 2025 04:00

### 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](mailto: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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