



Business Development Manager

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Hiring Company

Italian forwarding company expanding in Japan

Job ID

1472042

Industry

Logistics, Storage

Company Type

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

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ Negotiable, based on experience

Refreshed

April 4th, 2025 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- Foster Company Growth
- Utilize market data and develop sales strategies to increase customer base
- Maintain a thorough knowledge of products and services offered by the company
- Travel throughout assigned territory to meet with regular and prospective customers
- Able to develop and maintain strong business relationships
- Provide pricing, credit terms and prepare sales contracts for orders obtained
- Provide activity reports and sales plans for the assigned territory
- Actively participate in aggressive sales and skills training
- Other duties as may be assigned

Required Skills

Experience in Sales for Logistics/Freight forwarders

Company Description