



## Business Development Manager

サウジアラビア政府と直接仕事する

### Job Information

**Hiring Company**

VFS Services Japan LLC.

**Job ID**

1479632

**Industry**

Tourism

**Job Type**

Other

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Marunouchi Line, Akasaka Mitsuke Station

**Salary**

10 million yen

**Refreshed**

August 5th, 2024 09:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**This is a subcontracting position with VFS Global.**

こちらは弊社との業務委託契約（1年更新）のポジションとなります。

**This role will work directly with the Saudi Tourism Authority (STA).**

We are seeking a dynamic and experienced individual to lead its tourism initiatives in the Japanese market. The ideal candidate will possess a unique blend of strategic thinking, management expertise, industry knowledge, and exceptional communication skills to effectively promote Saudi Arabia as a premier tourism destination among Japanese travelers.

**Key Responsibilities:**

1. Strategic Planning: Develop comprehensive tourism plans and strategies specifically tailored to the Japanese market, aligning with STA's overall objectives and targets.
  2. Relationship Management: Cultivate and maintain strong relationships with local market leaders, tourism boards, partners, and stakeholders in Japan, leveraging these connections to drive tourism growth and collaboration.
  3. Management and Achievement: Utilize extensive management experience to effectively lead and motivate teams, ensuring the successful implementation of tourism initiatives and the achievement of targets.
  4. Market Understanding: Demonstrate a deep understanding of the Japanese travel trade industry, leveraging established networks and contacts to facilitate partnerships and promotional activities.
  5. Communication and Presentation: Communicate effectively with various stakeholders through clear and persuasive communication, including the creation of compelling PowerPoint presentations for internal and external use.
  6. Organizational Skills: Display excellent organizational skills in managing active coops and projects, ensuring smooth execution and timely delivery of objectives.
  7. Industry Monitoring: Stay abreast of industry trends and challenges, proactively identifying and reporting on issues to headquarters for strategic decision-making.
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## Required Skills

- Relevant experience in the tourism industry, preferably with a focus on the Japanese outbound market.
  - Must have experience with foreign tourism boards.
  - Strong connections within the local market and tourism industry in Japan.
  - Demonstrated success in tourism management and achieving targets.
  - Must have Sales mission experience
  - Must have COOP marketing experience .
  - Strategic and creative thinking abilities.
  - Excellent communication skills and stakeholder management capabilities.
  - Knowledge of the Japanese travel trade industry and established network of contacts.
  - Willingness to travel domestically and internationally as required.
  - Proficiency in creating PowerPoint presentations.
  - Familiarity with the Middle Eastern travel industry is a plus.
  - Positive attitude, open-mindedness, and resilience in embracing innovation and change.
  - Fluent Japanese and English
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## Company Description