

Business Development Manager - Global Engineering Company

Business Development Manager

Job Information

Recruiter

Michael Page

Job ID

1484653

Industry

Machinery

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6.5 million yen ~ 10 million yen

Refreshed

June 27th, 2024 17:11

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The role is at an established global engineering company looking to expand into a new market in Japan. You will be at the forefront of the company, creating and applying an effective B2B sales strategy in a developing market.

Client Details

The Company specializes in compressor systems and solutions. A large amount of their products are already in use within Japan in a wide range of markets to include manufacturing, infrastructure, medical, food and beverage.

Description

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services by addressing or predicting client objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Building the foundations for a key new developing market
- Domestic business travel to develop new client relationships

Job Offer

- Developing a new market at an already well-established company in Japan
- Opportunities develop professional in-depth knowledge and management skillset
- Flexible salary system, commuting allowance, social insurance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

- Degree or background in Engineering preferred, but not a must
 - Previous experience in B2B Sales with exposure to industrial products
 - Proficiency in Japanese and English
 - Strong communication and negotiation skills
 - Customer relationship management skills
 - Consultative selling skills
 - Self-motivated and energetic
 - Eligible to work in Japan
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Company Description

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