

Business Development Manager (FinTech)

Business Development Manager, FinTech

Job Information

Recruiter

[Robert Half Japan Ltd.](#)

Job ID

1484935

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Refreshed

July 1st, 2024 17:23

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Company Profile

Market leader in providing services within the Financial Services & Travel sector.

This individual will identify sales prospects, create client engagement strategies, and manage relationships to close sales, leveraging the organization and strategic partners for successful propositions and bids.

The Role

- Lead Business Development in Japan, focusing on Financial Services and Travel sectors, and other select industries.
- Achieve pipeline, sales revenue, and gross margin targets.
- Identify and engage key decision-makers and influencers among prospects through networking and proactive engagement.
- Develop deep relationships within B2B targets.
- Understand prospect business needs and challenges.

- Design and articulate complex solutions for new and existing clients.
- Nurture and optimize strategic partnerships.
- Manage client opportunities with internal teams.
- Maintain efficient working processes, including Salesforce updates and bid qualifications.

Your Skills

- 7+ years in B2B Sales within the Financial Services, Travel or FinTech Sector.
- Strong consultative selling skills and customer-centric mindset.
- Experience engaging at the C-level and converting large-scale deals.
- High discipline in opportunity qualification and commercial orientation.
- Strong networker with established senior client contacts. (Ideally having dealt with banks & issuers)
- Native Japanese & Business level English

Location

Tokyo

Salary

10M - 12JPY

Selling points

- International work environment with global footprint.
- Company is still in its growth phase in Japan with tons of white space available.

Reference Number: 06940-0013014018

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Company Description

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With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

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