



Michael Page

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Senior Business Manager - Defense Market

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Job Information

Recruiter

Michael Page

Job ID

1486862

Industry

Other (Manufacturing)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 17 million yen

Refreshed

July 19th, 2024 14:44

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

The position will focus on leading the project development of strategic business in Japan working with local and global teams. The role will report and work with colleagues overseas.

Client Details

The hiring company is a leading company in the defense and aerospace technology.

Description

- Responsible for growth of assigned capability portfolios
- Lead pursuit and order capture processes including operational and price-to-win analyses, strategy development, and execution.

- Advocate for customer needs across portfolios.
- Build relationships with government, military, and industry stakeholders.
- Guide the team through government procurement processes, particularly in Japan.
- Manage relationships with designated third parties.
- Present to senior management and deliver senior-level presentations.
- Develop and maintain long-term customer relationships to influence opportunities.
- Prospect, develop, and expand business opportunities.
- Represent the business at industry events, conferences, and tradeshow.

Job Offer

- Training programs and support from management on technologies and skills
- Flexible salary package with other benefits
- Career growth with a large and leading business in the industry

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Required Skills

- Strong communication in English and Japanese in negotiation, presentation, and meeting facilitation
 - Previous experience in project management, strategy, business, or engineering
 - Strong motivation and a can-do attitude
 - Knowledge of the military market would be an advantage such as defense budget, programs, and processes
 - Ability to travel overseas and work with global teams
 - Eligible to work in Japan and with the Japanese government, different military services and heavy industries
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Company Description

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