



Business Development Director/Assurant Japan

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Job Information

Hiring Company

Assurant, Inc.

Subsidiary

Assurant Japan

Job ID

1489334

Industry

Other (Banking and Financial Services)

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Chuo Line Rapid (Takao-Tokyo), Tokyo Station

Salary

Negotiable, based on experience

Holidays

完全週休二日制（土、日）、祝日、年末年始 等

Refreshed

August 2nd, 2024 16:20

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Purpose

Business Development Director is responsible for developing new businesses in mobile Device Lifecycle Solutions (DLS) with assigned clients, turning efforts into closure of new deals, and achieving financial goals for assigned clients.

Primary Job Accountabilities/Responsibilities

- Develop and execute go-to-market strategies for assigned clients ensuring alignment with the overall goals and plans of Japan BD & Sales team
- Build deep relationship with Top 4 MNOs (Mobile Network Operators) and other partners, understand their strategies, directions, business plans and immediate to mid/ longer-term needs and identify areas Assurant can be of help for their success, and structure a customized solution in the form of business proposal based on and leveraging Assurant global and local products, solutions and best practices and emerging new scheme, solutions, and technologies in the mobile industry
- Own and drive deal acquisition for assigned clients closely collaborating with global teams especially with (but not limited to) Global Products, Global BD/ Sales and IT to structure realistic feasible solutions
- Be a center in leading project management for implementation of new deals establishing collaboration across functions to ensure successful delivery of deals, which includes (but not limited to) formulating a project, negotiating contracts, engaging and influencing relevant internal teams such as Supply Chain, Operations, etc. and stakeholders to drive the project forward
- Manage P&L for the assigned clients – regular review of progress vs. goals, plan adjustments/ forecasts, etc. – and provide performance and financial reporting to the relevant stakeholders
- Carry out competitor analysis on regular basis and report on the competitive environment with proposals on how to increase, for instance, upsell, attachment rate, etc. in order to increase sales for the assigned clients
- Develop and present strategic recommendations to leadership around growth, ecosystem initiatives, and competitive dynamics
- Other duties and projects as assigned by manager

Required Skills

Basic Qualifications Required - Experience, Skills, and Knowledge

- Bachelor's degree in business, finance, or relevant field
- Bilingual in Japanese and English
- Keen interest in mobile industry
- 7+ years of experience in developing new business scheme and selling customized solutions and closing deals
- Proven track record of business development by cultivating key client relationships and achieving strategic goals
- Extensive experience in leading and managing projects
- Extensive customer-facing experience with a demonstrated ability to work effectively with senior executives/ C-level decision makers in
- Strong Business and financial acumen; keen understanding of the drivers of profitability, market dynamics, and deal structure
- Ability to collaborate with and influence global teams to drive project
- Quick and proactive learner and keen interests in understanding Assurant products, solutions, and best practices
- Logical and well structured, excellent organizational and communication skills both in verbal and writing
- Ability to navigate under volatile, uncertain, complex, and ambiguity situations
- Flexible, resilient, and comfortable with high-pressured fast-paced matrix environment
- Roll-up sleeves, can-do attitude, creative and out-of-box thinker, and strong sense of ownership and responsibility
- High level of comfort in escalating and presenting key issues and recommendations to senior leadership

Preferred Experience, Skills, and Knowledge

- MBA or Master's degree in business, finance or related field
- Strategy acumen, with experience in using analytical insight and employing thoughtful structures to solve problems and communicate solutions
- Working experience in or experience in dealing with mobile industry

Company Description