

Business Development Manager - Audio/Video

Business Development Manager

Job Information

Recruiter

Michael Page

Job ID

1490011

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen

Refreshed

August 9th, 2024 15:29

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The primary responsibility of the (senior) Business Development Manager is looking to continue maintain the prominence in the marketplace in Japan.

The Business Unit Immersive Experience is looking to reinforce its commercial team to sustain its growth track record of double-digit growth. BU IX is specialised in Projection and Image Processing technology for market applications such as Live Events, Themed Entertainment and Simulation/Virtual Reality

Client Details

My client is a global technology leader in the world of visualisation, specialised in the following market segments: Cinema, Health Care, Control Rooms, Immersive Experiences.

Description

- Manage quote creation, sales cycle in CRM, and proposals, while tracking opportunities and sales funnel performance. Provide forecasts, market insights, and competitive analysis to Sales, Segment Marketing, and Product Management.

- Boost conversion rates by guiding partners and customers with commercial and technical support, aligning their needs with tailored solutions.
- Collaborate with internal teams and manage multiple projects globally.
- Guide field marketing, participate in training, trade shows, and events.
- Drive sales growth by expanding end-user accounts and acquiring new customers, supporting product launches, and securing demos.
- Follow up on leads, overcome obstacles, and maintain CRM accuracy.
- Monitor market trends and provide insights to relevant teams.

Job Offer

- Tier 1 company from Belgium, global work environment
- Strong market prominence, Cutting edge technology
- Great potential to the sales leader within the group
- Competitive salary and benefits

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Faye Pan on +813 6832 8988.

Required Skills

- At least 3-5 years experiences in Audio/Video industry, strong track record in new business development in particular;
 - Experiences and network with rental, distributor, meeting room, universities;
 - Strong business acumen and highly business level of English communication.
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Company Description

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