



Michael Page

www.michaelpage.co.jp

Sales Representative

Business Development Representative

Job Information

Recruiter

Michael Page

Job ID

1491032

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

August 20th, 2024 12:56

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Job will give you the opportunity to expand and grow Edenred's profile and business presence by conducting new business development and provide consultation services. Your role will also be to prospect and maintain existing client relationships.

Client Details

Edenred is a dynamic and growing meal support provider that delivers innovative solutions to companies by offering meal vouchers, prepaid corporate cards, and subscription-based food services.

Description

- Expand and grow Edenred profile and business presence.
- Prospect and maintain existing client relationships.
- Communicate effectively with internal and external international clients.
- Provide business consultation services and account planning.
- Collaborate with well-known global brands to deliver excellent services.

Job Offer

- Opportunity to work for a fast-growing company.
- Flexible working style.
- Quick career progression and attractive salary package.
- A chance to have a strong impact on the company's future success.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Hanako Hashiba on +81368328914.

Required Skills

- Experience within the B2B industry.
 - Strong relationship management skills across various levels of stakeholders.
 - Ability to work in a fast-paced environment.
 - A growth mindset and willingness to learn and adapt.
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Company Description

EdenRed is a dynamic and growing meal support provider that delivers innovative solutions to companies by offering meal vouchers, prepaid corporate cards, and subscription-based food services.

The platform allows employees to access food benefits at a wide variety of restaurants, cafes, convenience stores, and even popular food delivery services such as Uber Eats. The service is easy to use through an IC card or digital app, functioning as a prepaid card exclusively for meals.