



Business Development Consultant

Job Information

Hiring Company

Greenstaff Medical K.K.

Job ID

1495271

Industry

Recruitment Agency

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

Salary

Negotiable, based on experience

Refreshed

January 29th, 2025 09:00

General Requirements

Career Level

Entry Level

Minimum English Level

None

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Summary:

We are looking for a proactive and enthusiastic **Business Development Consultant** to join our team in Tokyo. This is an entry-level role designed for someone eager to grow and learn the ropes of business development in the life sciences sector. **We offer a comprehensive training program** to help you develop the skills needed to succeed in business development, client relationship management, and the life sciences industry. **Fluency in Japanese** is essential, as you will need to communicate effectively with local clients and colleagues.

Key Responsibilities:

- **New Business Development:**
 - o Conduct basic market research to identify potential clients in the life sciences field.
 - o Reach out to companies in the Cell and Gene Therapy industry to introduce Greenstaff's services.
 - o Participate in client meetings and follow-up communications to understand their needs.
 - o Work with internal teams to deliver the right solutions to clients.

- **Client Relationship Management:**

- o Maintain consistent communication with clients via phone calls, emails, and meetings.
- o Assist with client presentations to showcase our services and talent solutions.
- o Support client relationships, both new and existing, to ensure satisfaction and success.

- **Team Collaboration:**

- o Work closely with senior team members to ensure smooth project delivery.
- o Share feedback and ideas with the team to help improve services and strategies.

- **Training and Development:**

- o We provide **structured training programs** that cover essential skills such as market research, client communication, sales strategies, and understanding the life sciences industry.
 - o You will receive **ongoing mentorship and support** from experienced team members to help you grow in your role.
 - o This role offers an excellent opportunity to **build your career** in business development and the life sciences sector with continuous learning and professional growth.
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Required Skills

Qualifications:

- **Fluency in Japanese** (written and spoken) is required.
 - Eagerness to learn and grow in the business development field.
 - Strong communication and interpersonal skills.
 - Interest in the life sciences or pharmaceutical industry.
 - Basic knowledge of English is a plus.
 - Ability to work in a team environment and manage time efficiently.
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Company Description