



## 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**

February 12th, 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