

## Business Development Representative - ビジネス開発担当者 (BDR)

## Global Company

## Job Information

## Recruiter

Next Move K.K.

## Hiring Company

ネクスト・ムーブ ジャパン 株式会社

## Job ID

1497731

## Industry

Software

## Company Type

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

## Job Type

Permanent Full-time

## Location

Tokyo - 23 Wards

## Salary

6 million yen ~ 8 million yen

## Refreshed

October 9th, 2024 15:20

## General Requirements

## Minimum Experience Level

Over 1 year

## Career Level

Entry Level

## Minimum English Level

Business Level

## Minimum Japanese Level

Native

## Minimum Education Level

Bachelor's Degree

## Visa Status

Permission to work in Japan required

## Job Description

Work in an exciting, global company with internationally known partners and has offices in 13 major cities all around the world.

## ■ Business Development:

- Proactively find, engage and build new client relationships, directly increasing company's revenue.
- Qualify and generate interest to top tier accounts through emails, LinkedIn Sales Nav, phone calls and video messaging.
- Work with sales team to develop and improve the sales pipeline to meet the revenue goals.

- Offering feedback to the company regarding new ideas, and business development needs.

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### Required Skills

- Bachelor's Degree.
- 1-2 years related experience in Business Development preferred.
- Energetic, proactive, problem-solver and can work independantly.
- Native Japanese and Business English.

Please contact at [tsatsral.batbold@nextmove.co.jp](mailto:tsatsral.batbold@nextmove.co.jp)

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### Company Description