

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

November 20th, 2024 00:00

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.

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

Company Description