

「プロだからわかる、あなたのスキルが活躍の場所」  
60以上の業界・職種に特化した専門チームがサポート

Robert—  
—Walters

## 【英語を活かす】ビジネスディベロップメントマネージャー/ Business Development Manager

物流会社にて、事業開発マネージャーの求人がございます。

### Job Information

**Recruiter**

Robert Walters Japan (ロバート・ウォルターズ)

**Hiring Company**

物流会社

**Job ID**

1506296

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 18 million yen

**Work Hours**

お問い合わせください

**Holidays**

完全週休2日制, 土日祝日休み, 有給休暇

**Refreshed**

March 3rd, 2025 01:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

A global logistics company is looking for a Business Development Manager. The selected candidate will drive new business opportunities, build strong relationships, and collaborate with internal teams to deliver tailored logistics solutions.

One of the world's largest organisations that provides logistics and supply chain solutions on global scale. Operating in several countries with a diverse workforce, this company continues to be an industry leader.

**Keywords:**

ロジスティクス, 生命科学, 医療機器, 事業開発, 顧客管理, 求人, 外資系

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**Responsibilities:**

- Identify target customers and analyse their needs
- Conduct research meetings to address customer pain points and propose solutions
- Collaborate with internal sector heads to evaluate opportunities
- Present and sell customised logistics solutions to customers
- Maintain relationships with target customers to ensure a strong pipeline
- Stay up-to-date with industry developments and logistics trends

**Requirements:**

- Bachelor's degree or above in business management, engineering, or related field
- More than 10 years of sales/BD experience in contract logistics
- Proven expertise in the Life Science and Medical Device sectors
- Ability to collaborate with cross-functional teams, including IT, procurement, and solutions design
- Strong financial understanding and presentation skills
- Excellent interpersonal and analytical skills
- Proficient in written and verbal Japanese and English

**Benefits:**

- 社会保険完備(雇用保険)
- 労災保険・厚生年金・健康保険)
- 団体生命保険
- 退職金制度(確定拠出年金)
- 財形貯蓄制度
- 慶弔見舞金
- 永年勤続表彰制度
- 提携保養所利用 他

## 休暇休日

- 完全週休2日制(土日)、祝日、年末年始
- 年次有給休暇
- 産前産後休業、育児・介護休業制度等有
- 傷病休暇(年5日)
- 慶弔休暇制度

## Compensation

- Salary review: Annual (following company regulations)
- Company Bonus: Applicable (following company regulations)
- Commuting allowance: reimbursed (following company regulations)

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**Company Description**

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.