

MichaelPage

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Business Development Manager - Marine

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Job Information

Recruiter

Michael Page

Job ID

1510931

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Refreshed

December 16th, 2024 15:44

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

We are looking for an energetic and results-driven Business Development Manager to lead the sales department. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

Client Details

Our client is a global leader in high performance machinery and equipment with a strong reputation for quality, precision and sustainability. Their innovative products and solutions are used across industries such as construction, mining, marine, etc. They are currently expanding their Marine business unit and is looking for a Business Development Manager to join their team.

Description

As a Business Development Manager, you will be responsible for identifying new business opportunities, building key relationships, and driving growth in the Japanese market. You will develop and execute strategies to increase market share while ensuring customer satisfaction and positioning the company as a leader in the industry.

Key Responsibilities:

- Identify and develop new business opportunities in the marine/maritime sectors.
- Build and maintain relationships with key stakeholders, including clients, partners, and industry influencers.
- Drive market analysis, competitive intelligence, and strategic planning to increase market presence.
- Collaborate with regional and global teams to align business goals and ensure seamless project execution.
- Negotiate contracts and close high-value deals.
- Monitor and report on sales performance, market trends, and customer feedback.

Job Offer

- Competitive salary with performance-based incentives.
- A dynamic and collaborative work environment.
- Opportunities to make a significant impact on the company's success in Japan.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohn on +81357337159.

Required Skills

- Proven experience in business development, sales, or account management within the **marine/maritime** industry.
 - Strong network and relationships within the marine/maritime sector in Japan.
 - Exceptional strategic thinking, problem-solving, and negotiation skills.
 - Excellent communication and presentation skills.
 - Self-motivated with the ability to work independently and as part of a team.
 - Business-level Japanese and English proficiency.
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Company Description

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