

# Michael Page

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## Business Development Manager

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#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1516563

**Industry**

Machinery

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

January 21st, 2025 11:32

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

The role is at an international company with an established market in Japan. Be a visible leader in the growing energy market by driving both internal and external stakeholders towards commercial objectives.

**Client Details**

The Company specializes in engineering and energy solutions. They have a strong market presence in the shipping and energy markets and have identified Japan as key growth market in their APAC strategy.

**Description**

- Proactively promote the company's solutions to create a strong market presence in Japan and build long-term relationships with high-level customers
- Identifying key players and customers in the energy market and driving growth by originating new business opportunities with them
- Develop tailored business cases and value propositions for the company's solutions by understanding customer needs and decision making processes
- Develop and execute Japan country strategy for energy business
- Lead technical and contractual negotiations and ensure quality aspects related to commercial, technical, as well as risk a compliance are all addressed
- Maintain sales opportunities in data in CRM

#### **Job Offer**

- Independent work environment and high flexibility
- High visibility and career potential in a key investment market for the company
- Competitive salary, health insurance, social insurance, commute allowance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

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#### **Required Skills**

- Fluent Japanese and business level English is required
  - Excellent communication, influencing and public speaking skills
  - Key understanding of electricity market, energy policies, and economic drivers
  - Engineering degree is not required, but technical understanding of power plant engineering, engines, and/or hydrogen technologies and their applications is a must
  - Consultative selling skills, with the ability to understand customer needs and develop solutions
  - Experience leading and managing cross-functional teams across countries
  - Ambassador mindset and commercially driven
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