



Business Development Manager / 営業開発 (ERP company)

Job Information

Recruiter

[Ahead Japan](#)

Hiring Company

#1 IT Consulting in an ERP Solutions

Job ID

1516654

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

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

- Identify and qualify potential clients through various channels, including LinkedIn, email campaigns, phone calls, and industry events.
- Conduct cold outreach to potential clients to introduce Portciti's solutions and services, focusing on building initial relationships and generating interest.
- Research and analyze potential clients' business needs, pain points, and to tailor outreach strategies effectively.
- Maintain and update CRM systems with detailed information on leads, prospects, and outreach activities to ensure accurate tracking and reporting.
- Schedule meetings and demos for sales executives & sales managers with qualified prospects, ensuring a smooth handover of information and expectations.
- Work closely with the sales director & marketing team to refine outreach strategies and provide valuable insights from initial interactions with potential clients.
- Stay informed about industry trends, competitor activities, and client needs to identify new opportunities for outreach and sales.
- Meet and exceed monthly and quarterly outreach and lead generation targets, contributing to the overall sales pipeline.

Required Skills

- 2-3 years of experience in a sales, business development, or lead generation role, preferably in the IT consulting, software, or ERP industry.
- Proven track record of successful business development and lead generation.
- Bachelor's degree in Business, Marketing, Information Technology, or a related field.
- Strong communication and interpersonal skills, with the ability to articulate complex technical solutions to non-technical audiences.
- Proficiency in using CRM software (e.g., Salesforce, HubSpot) and other sales tools.
- Ability to work independently and as part of a team in a fast-paced, results-oriented environment.
- Strong research skills and attention to detail.
- Self-motivated with a strong work ethic and a passion for achieving sales goals.
- Business level Japanese and Proficiency in English are required; additional language skills are a plus, depending on target markets.

Company Description