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Business Development Manager (Osaka/Tokyo) - Software

Business Development - Software

Job Information

Recruiter
[Michael Page](#)
Job ID

1517256

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 15 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Holidays

Saturday and Sunday

Refreshed

January 24th, 2025 19:22

General Requirements

Career Level

Mid Career

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

This is an exciting opportunity for a talented Business Development Manager (BDM) to join a leading software company. The ideal candidate will be responsible for driving sales and maintaining strong relationships with clients.

Client Details

Our client is a reputable large organization within the software industry, boasting a well-established presence not only in Japan but also globally. They are renowned for their innovative approach to technology and commitment to delivering quality and reliable solutions to their clients.

Description

- Drive sales of the company's technology solutions within the assigned territory.
- Develop and maintain strong relationships with new and existing clients.
- Understand and analyze market trends to identify new business opportunities.
- Collaborate with the internal teams to ensure client needs are met effectively.
- Plan and execute strategic sales initiatives to increase company's market share.
- Deliver presentations and demonstrations to clients and stakeholders.
- Negotiate contracts and close agreements to maximize profits.
- Provide timely and accurate sales forecasts and reports to the management.

Job Offer

- A competitive salary package ranging up to 15M JPY
- An attractive 70:30 benefits package.
- A supportive and collaborative work environment.
- Fully working form home

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

Required Skills

A successful BDM should have:

- Proven experience in sales within the software industry.
 - Ability to build relationships with clients and internal teams.
 - Strong analytical and strategic planning abilities.
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Company Description

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