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## Business Development Manager

**\*Work for a Global Trading Company\***

### Job Information

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

1528176

**Industry**

Other (Banking and Financial Services)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

March 24th, 2025 13:42

### 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

As a Business Development Manager, you will be responsible for generating and growing new business opportunities within the financial services industry. You will also maintain strong relationships with customers, ensuring they receive the utmost level of service.

**Client Details**

The company is a well-established, large organization within the financial services industry. With its headquarters in Tokyo, it provides a diverse range of services, offering solutions that cater to various client's needs.

**Description**

- Develop and implement strategies for new business acquisition in the financial services sector.
- Conduct market research and analysis to identify new business opportunities.
- Build and maintain strong relationships with existing and potential clients.
- Collaborate with the sales team to achieve business goals.
- Provide exceptional customer service to ensure client satisfaction.
- Monitor competitors and market trends within the financial services industry.
- Prepare and present business proposals to prospective clients.

- Maintain accurate records of sales, revenue, and other key business metrics.

#### **Job Offer**

- A competitive salary.
- An attractive commission package.
- A role that allows you to make an impact as an individual contributor.
- A chance to work in a diverse and vibrant work environment in Tokyo.
- Opportunities for career growth and professional development.

If you are a determined, result-oriented individual with a passion for financial services, we encourage you to apply for the Business Development Manager position.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Hanako Hashiba on +81368328914.

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#### **Required Skills**

A successful Business Development Manager should have:

- A bachelor's degree in Business Administration, Finance, or a related field.
  - Proven experience in business development or a similar role, preferably within the financial services industry.
  - Strong negotiation and communication skills.
  - Proficiency in market research and data analysis.
  - An understanding of the financial services sector and its current market trends.
  - Excellent customer service skills.
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#### **Company Description**

Unique opportunity to work within the Maritime information handling services sector (IHS). IHS Maritime is a division within the company that focuses on providing information and analysis related to the global shipping industry.