

MichaelPage

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Business Development Manager (Asia)

Business Development

Job Information

Recruiter

Michael Page

Job ID

1532159

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Refreshed

April 11th, 2025 15:25

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

We are seeking an astute Business Development Manager who can identify new business opportunities and build long-lasting relationships with partners in the Retail industry across Asia. The ideal candidate should have a strong understanding of market trends and an excellent ability to strategize and implement business plans.

Client Details

Our client is a large organization in the retail industry, boasting a strong presence not only domestically, but also across various markets in Asia. Known for its commitment to innovation and providing top-notch customer service, it continues to expand its operations and increase its market share.

Description

- Identify and develop new business opportunities within Asia
- Develop and implement growth strategies and plans
- Manage and retain relationships with existing clients
- Negotiate with stakeholders
- Maximize customer satisfaction
- Conduct business reviews to ensure clients are satisfied with our products and services

- Forecast sales targets and ensure they are met
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends

Job Offer

- An estimated annual salary range of 7,200,000 - 9,500,000 JPY
- Performance-based bonus structure
- Regular performance reviews
- A supportive and inclusive work culture
- Opportunity to work in a beautiful office in Tokyo

Join our team and contribute to our growth story in Asia. Apply now for the role of Business Development Manager and embark on a rewarding career in the Retail industry

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Tsubasa Hanif on +81366276052.

Required Skills

A successful Business Development Manager (Asia) should have:

- A degree in Business Administration or a related field
- Experience in sales, business development, or related field within the retail industry
- Strong negotiation skills
- Ability to build rapport
- Time management and planning skills
- Proficiency in English and Japanese

Company Description

Job Title: Business Development Manager

Location: Shibuya, Tokyo

Industry: Food & Retail

Travel: Frequent travel across Asia

Language: English (Business), Japanese (Preferred)

Company Overview

Our client is a major player in the Food Sector, known for its high-quality products and growing presence across Asia.

Headquartered in Shibuya, Tokyo, the company offers a collaborative and inclusive work culture focused on innovation and expansion.

Role Summary

We're looking for a Business Development Manager to identify new opportunities and build long-term partnerships across the Asian retail market. The ideal candidate brings strategic thinking, a strong commercial mindset, and experience in consulting or project management.

Key Responsibilities

Identify and pursue new business opportunities in Asia

Develop and execute strategic business development plans

Build and manage partner and stakeholder relationships

Monitor market trends and competitive activity

Represent the company at industry events

Work cross-functionally to support business goals

Qualifications

Background in consulting or project management

Degree in Business, Marketing, or related field

Marketing/commercial experience is a plus

Strong strategic, communication, and planning skills

Willing to travel extensively across Asia