

systemsGo

Business Development Manager 独占求人

Work-life balance, friendly environment!

募集職種

採用企業名

株式会社システムズ ゴー

求人ID

1453630

部署名

Sales Department

業種

ITコンサルティング

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 多数

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

日比谷線駅

給与

経験考慮の上、応相談

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

時給

Great work-life balance

勤務時間

Mon-Fri 9am-6pm

休日・休暇

Starts at 13 days/yr paid leave, increases each year until 22/yr

更新日

2024年09月02日 17:49

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル (英語使用比率: 常時英語)

日本語レベル
ビジネス会話レベル

最終学歴
専門学校卒

現在のビザ
日本での就労許可が必要です

募集要項

systemsGo is seeking B2B sales professionals to join our team in Japan. These positions are open for both junior and senior. We are looking for people with sales experience. We have been building a client base across the APAC region for over 20 years, this is an opportunity to build on that network.

We value motivated, enthusiastic people who enjoy networking in professional business circles, are able to communicate articulately at the decision-maker level, and are excited by technology and how it can help companies better achieve their business results. We are looking for someone who gets excited about closing a deal, and when done, has already made progress in closing the next one. Deep technical knowledge of IT & AV is not required but helpful.

Duties & Responsibilities:

Sales and Business Development (90%)

- Identify and explore new IT infrastructure & IT Support sales opportunities.
- Pursue, develop and close key sales opportunities.
- Communicate with local / regional / global IT decision makers to position systemsGo as their preferred partner in Japan, and across Asia.
- Call potential clients to explain the systemsGo Solution suite with view to meeting decision makers and presenting a Proposal for services, and ultimately closing a deal to engage them as actual clients.
- Network in the Foreign Business Community through Chambers of Commerce, Business Networking Circles/Associations, etc.

Marketing Research & Marketing (10%)

- Research market to uncover business intelligence and present findings and opportunity value to Marketing Team and Leadership Team.
- Contribute to the development of Marketing ideas & activities.
- Provide market feedback regarding competitive offering and prospect needs.
- Create targeted sales materials.

Other tasks and projects as directed from your team and manager

スキル・資格

Knowledge, skills & abilities:

- Analytical problem-solving skills
- Experience in business development and closing sale
- Demonstrated ability to achieve and exceed agreed objectives
- Must be active and organized, show a strong sense of ownership, commitment, & resourcefulness and be a good team player
- Understanding of IT infrastructure in relation to customers' business is highly desirable, but training can be provided
- Adept in use of office IT tools, particularly Windows, Outlook, Word and Excel

*Either apply here via CareerCross or email me directly at: daria.tang@systemsgo.asia

会社説明

systemsGo is a well-established and growing IT professional services company based in Tokyo with offices in Osaka, Hong Kong, Shanghai, Singapore and also servicing clients in Beijing, Seoul, Bangkok, Kuala Lumpur, Hanoi and Taipei.

We are committed to providing our clients with the highest-quality professional services which include IT infrastructure support, systems integration, project management, consulting and staffing solutions. Our client portfolio includes global investment banks, private equity firms, pharmaceutical and biotech companies, law firms, IT companies, trading & manufacturing firms.

We look after our employees, provide many opportunities for career advancement, competitive salaries, excellent benefits and opportunities to travel and relocate to companies within our group. We are always looking for people with the same commitment to providing quality service, and an enthusiasm to learn and grow.

株式会社 システムズ ゴーは東京に本社を置くIT企業です。大阪、香港、上海、シンガポールに支社を拡大し、アジア各地にプロフェッショナルなITサービスを提供しています。また北京、ソウル、バンコク、クアラルンプール、ハノイ、台北な

どにもサービスを展開しています。

IT分野のインフラ整備、システムインテグレーション、プロジェクトマネジメント、コンサルティング、人材ソリューションなどを専門としており、他にはない最高レベルのサービスを提供しています。世界的なビジネスを展開する投資銀行や投資信託、製薬及びバイオテクノロジー企業、法律事務所、IT企業、貿易や製造系企業などの外資系企業が、わたしたちのクライアントです。

システムズ ゴーではキャリアアップや給与の見直し、国内外拠点への異動、福利厚生の充実など、従業員にあらゆる機会を提供し、より快適な職場環境への改善に努めています。

向上心が高く、わたしたちとともに最高のサービスを追求してくださる方からのご応募をお待ちしています。