



## Business Development - Manager / 事業開発 ネージャー

Vibrant Team / Great Workplace

## 募集職種

## 人材紹介会社

Hire Pundit Japan 株式会社

## 採用企業名

Hire Pundit Japan K K

## 求人ID

1460489

## 業種

人材紹介

## 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 半数

## 雇用形態

正社員

## 勤務地

東京都 23区, 千代田区

## 最寄駅

都営新宿線、 岩本町駅

## 給与

経験考慮の上、応相談

## ボーナス

給与： ボーナス込み

## 歩合給

固定給+歩合給

## 勤務時間

9 am to 6 pm

## 休日・休暇

Weekend and National Holidays in Japan

## 更新日

2025年03月03日 02:00

## 応募必要条件

## 職務経験

6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

## 日本語レベル

ビジネス会話レベル

**最終学歴**

大学卒： 学士号

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**現在のビザ**

日本での就労許可が必要です

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**募集要項**

Responsibilities :

- Identify and develop new business opportunities through networking, industry knowledge, current expertise and existing contacts
  - Proactively initiate contact with potential clients and conduct research to identify new markets and customer needs
  - Build and maintain good relationship with existing clients in order to facilitate repeat business
  - Persuade clients sign search contracts on exclusive and/or retainer basis
  - Assist clients in formulating their expectation and contractual requirement in order for the appropriate candidates to be suitably matched with the role
  - Work together with the internal researchers to match the candidates to the profile and create a shortlist
  - Manage recruitment operations to ensure database is compliant with laws, help team manage KPIs and achieve targeted results.
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**スキル・資格**

Requirements :

- A self-starter with desire for success who can spot new opportunities
- Business Development experience of 5 years or more in Service Industry (Min 3 years in Japan)
- Experience with design and implementation of business development strategy
- Driven individual motivated by sales results
- Ability to self motivate and manage and motivate a team
- Excellent communication skills: written, verbal and listening

Note - Candidate from Recruitment Agency/Firm with minimum 3 years of experience in Business Development for Permanent & Executive Search Positions will be given high preference.

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**会社説明**