



ビジネスディベロップメントダイレクター（3PL業界での自動車/機械産業などの営業経験者）

新規ビジネスの開拓。要英語力

#### 募集職種

#### 採用企業名

ネオヴィア・ロジスティクス・サービスLLC

#### 支社・支店

ネオヴィア・ロジスティクス・サービスLLC / Neovia Logistics Services LLC

#### 求人ID

1471908

#### 部署名

コマーシャル

#### 業種

物流・倉庫

#### 会社の種類

外資系企業

#### 雇用形態

正社員

#### 勤務地

神奈川県, 相模原市中央区

#### 最寄駅

横浜線、 相模原駅

#### 給与

1800万円 ~ 2000万円

#### 勤務時間

管理力なので時間管理の対象外

#### 休日・休暇

土日 祝日

#### 更新日

2024年06月27日 09:00

#### 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

流暢 (英語使用比率: 50%程度)

#### 日本語レベル

流暢

#### 最終学歴

大学卒: 学士号

#### 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

### **Business Development Director**

**Location:** Sagamihara (Flexible)

**Report to:** Operations Director

# of direct report: None

### **JOB SUMMARY**

This client-facing role aims at developing and growing company's business activities, revenue and EBITDA from new and existing market segments and channels. The highly competitive logistics markets demand a deep understanding of very complex logistics solutions as well as an insightful knowledge of the competitive landscape of the covered territory.

### **JOB RESPONSIBILITIES**

Responsible for selling to new APAC customers and meeting individual targets develops, recommends, and executes playbook for prioritized potential APAC customers.

Contributes to developing regional business development strategies and creates annual business development plans for specific countries to reach required business objectives and revenue.

Manages and maintains existing client relations, while acquiring new clients. Develops a book of business and keeps Customer Relationship Management (CRM) tool up to date to inform pipeline decision-making and prioritization.

In close cooperation with the Marketing department, nurtures the company's visibility on the market (e.g. organizing events, webinars or conferences to be attended by prospective clients, writing specialized blogs, publish business cases or articles in specialized magazines...) in order to generate new business.

Processes regular competitor analyses so as to maintain market awareness, help determine appropriate prices for each solution, optimize the solution design and eventually win market shares.

Analyses Requests for Quotation or Requests for Proposal and collects additional information whenever necessary, provides critical input on costs for each proposal and launch plans and provides critical input on customers to target.

Supports development of IP (business cases, white papers, etc.) to generate new business

### **MAJOR DELIVERABLES**

Account plan for each prioritized new customer within target area.

Closed deals, at target EBITDA rates, up to sales quota for year.

### **CROSS FUNCTIONAL INTERFACES**

Supports development, pricing and sale of customer solutions (in collaboration with Ops, HR, IT, Finance, etc.) for new customers.

Supports launch (in collaboration with Operations).

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## スキル・資格

### **QUALIFICATIONS**

Typically minimum a 4-year Bachelor's Degree or equivalent through experience

Ideally 5-8 years in account management

### **GENERAL SKILLS AND ABILITIES FOR POSITION**

Word Processing

Excel

PowerPoint

Presentation Skills

Customer Interaction

Analytical Skills

Ability to "hunt" and open closed doors

Relationship-building including executives at all levels of the customer

Ability to negotiate and close deals

Excellent communications skills

Rapid development of technical and operational expertise to understand customer needs and inform solution development

Deep understanding and intuition for customer business perspective

Japanese & English business level skill.

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## 会社説明