



Business Development Manager

募集職種

採用企業名

J-Screen株式会社

支社・支店

HireRight - J. Screen

求人ID

1478636

業種

その他（人材サービス）

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

（ほぼ）全員日本人

雇用形態

正社員

勤務地

東京都 23区, 渋谷区

給与

700万円 ~ 900万円

休日・休暇

Japan

更新日

2024年07月09日 11:00

応募必要条件

職務経験

6年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

流暢 (英語使用比率: 75%程度)

日本語レベル

流暢

その他言語

中国語：北京語

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

募集要項

About HireRight

HireRight is the premier global background screening and workforce solutions provider. We bring clarity and confidence to

vetting and hiring decisions through integrated, tailored solutions, driving a higher standard of accuracy in everything we do. Combining in-house talent, personalized services, and proprietary technology, we ensure the best candidate experience possible. We offer expertise from our regional centers across 200 countries and territories in The Americas, Europe, Asia, and the Middle East. Our commitment to get it right every time, everywhere, makes us the trusted partner of businesses and organizations worldwide.

Position Overview

You will be responsible for selling HireRight's background screening solutions to Enterprise clients (5000-14,999 employees) - including multinationals and large regional conglomerates across a wide range of industries in the APAC region. This is a regional business development role that will require you to be familiar with selling across different cultures and geographies.

You will realise your sales targets through managing a defined territory, proactively identifying leads through networking events, social media eg Linked-in and other platforms, and converting provided leads into opportunities. You will collaborate and work closely with colleagues in our international offices in APAC, USA and EMEA, to drive global sales opportunities and represent the APAC region in global sales forums.

Based out of our Japan office, you will join a young team of enthusiastic professionals who are keen to make an impact to the way their clients mitigate hiring risks and bring best practices in background screening to your clients to these organizations. Being part of a rapidly growing region, we will offer you various opportunities for career development and growth as HireRight expands our network and coverage in APAC.

Responsibilities

- Identify prospects and define a contact program
- Arrange prospect meetings and take ownership of the sales cycle
- Attend networking events such as conferences and exhibitions to promote HireRight and generate new business
- Create business plans within the company framework to achieve your sales targets
- Contribute to sales meetings to ensure that agreed actions are completed on time
- Act as lead contact for assigned Requests for Proposals (RFPs) / Requests for Information (RFIs)
- Ensure that pricing for all opportunities is appropriate
- Work with our Customer Onboarding team to ensure that new business contracts are implemented seamlessly
- Achieve targets as set out in the sales quota plan by actively seeking opportunities to increase revenue growth

スキル・資格

Qualifications

- Possesses a Bachelor's Degree in Business with a minimum of 5 years' experience in enterprise sales
- A proven track record of selling and implementing complex solutions or services to HR or procurement decision-makers
- Experience of successfully selling to large multinational clients, preferably in ANZ
- Proven experience documenting customer needs and requirements (e.g. Proposals, Statements of Work or Product Requirements documents.)
- Experience managing Sales databases in Salesforce
- Min 8 years of experience in enterprise sales
- Native Japanese language proficiency is preferred

Must have:

- B2B enterprise regional (APAC/global) sales experience
- Have closed deals with clients from major logos starting from the initial engagement to the customer onboard.

(Preferably 6 figure deals since there is a higher target to meet for this position)

- Good Stakeholder management and able to communicate with middle management to C-Suite level positions from different functions
- Hunter Profile (Someone who is driven with the drive to look for business and sales lead; determined; assertive; clear, charismatic, engaging and have tenacity)
- Proficiency in both English and Japanese languages

Good to have:

- Profiles from technology, sales, banking, professional services industries who handle B2B businesses
- Profiles that are client-facing or have worked with Big 4, fin-tech, Thomson Reuters

Job Type: Permanent Full-Time

Salary: JPY 6,095,454 / Yr. (min) - JPY 9,377,622 / Yr. (max)

Work set-up: Hybrid

Office Address: New Mitomi Building 9F, 1-20-18, Ebisu, Shibuya-ku, Tokyo 150-0013

Language Requirement: Japanese (Fluent) and English (Fluent)
