



Business Development Manager

サウジアラビア政府と直接仕事する

募集職種

採用企業名

合同会社VFSサービズ・ジャパン

求人ID

1479632

業種

旅行・観光

雇用形態

その他

勤務地

東京都 23区, 港区

最寄駅

丸の内線、 赤坂見附駅

給与

1000万円

更新日

2024年08月12日 01:00

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

流暢

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

募集要項

This is a subcontracting position with VFS Global.

こちらは弊社との業務委託契約（1年更新）のポジションとなります。

This role will work directly with the Saudi Tourism Authority (STA).

We are seeking a dynamic and experienced individual to lead its tourism initiatives in the Japanese market. The ideal candidate will possess a unique blend of strategic thinking, management expertise, industry knowledge, and exceptional communication skills to effectively promote Saudi Arabia as a premier tourism destination among Japanese travelers.

Key Responsibilities:

1. Strategic Planning: Develop comprehensive tourism plans and strategies specifically tailored to the Japanese market, aligning with STA's overall objectives and targets.
 2. Relationship Management: Cultivate and maintain strong relationships with local market leaders, tourism boards, partners, and stakeholders in Japan, leveraging these connections to drive tourism growth and collaboration.
 3. Management and Achievement: Utilize extensive management experience to effectively lead and motivate teams, ensuring the successful implementation of tourism initiatives and the achievement of targets.
 4. Market Understanding: Demonstrate a deep understanding of the Japanese travel trade industry, leveraging established networks and contacts to facilitate partnerships and promotional activities.
 5. Communication and Presentation: Communicate effectively with various stakeholders through clear and persuasive communication, including the creation of compelling PowerPoint presentations for internal and external use.
 6. Organizational Skills: Display excellent organizational skills in managing active coops and projects, ensuring smooth execution and timely delivery of objectives.
 7. Industry Monitoring: Stay abreast of industry trends and challenges, proactively identifying and reporting on issues to headquarters for strategic decision-making.
-

スキル・資格

- Relevant experience in the tourism industry, preferably with a focus on the Japanese outbound market.
 - Must have experience with foreign tourism boards.
 - Strong connections within the local market and tourism industry in Japan.
 - Demonstrated success in tourism management and achieving targets.
 - Must have Sales mission experience
 - Must have COOP marketing experience .
 - Strategic and creative thinking abilities.
 - Excellent communication skills and stakeholder management capabilities.
 - Knowledge of the Japanese travel trade industry and established network of contacts.
 - Willingness to travel domestically and internationally as required.
 - Proficiency in creating PowerPoint presentations.
 - Familiarity with the Middle Eastern travel industry is a plus.
 - Positive attitude, open-mindedness, and resilience in embracing innovation and change.
 - Fluent Japanese and English
-

会社説明