

Senior Business Manager - Defense Market

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1486862

業種

その他（メーカー）

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1200万円 ~ 1700万円

更新日

2024年07月19日 14:44

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

日本語レベル

ネイティブ

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

The position will focus on leading the project development of strategic business in Japan working with local and global teams. The role will report and work with colleagues overseas.

Client Details

The hiring company is a leading company in the defense and aerospace technology.

Description

- Responsible for growth of assigned capability portfolios
- Lead pursuit and order capture processes including operational and price-to-win analyses, strategy development, and execution.

- Advocate for customer needs across portfolios.
- Build relationships with government, military, and industry stakeholders.
- Guide the team through government procurement processes, particularly in Japan.
- Manage relationships with designated third parties.
- Present to senior management and deliver senior-level presentations.
- Develop and maintain long-term customer relationships to influence opportunities.
- Prospect, develop, and expand business opportunities.
- Represent the business at industry events, conferences, and tradeshow.

Job Offer

- Training programs and support from management on technologies and skills
- Flexible salary package with other benefits
- Career growth with a large and leading business in the industry

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

スキル・資格

- Strong communication in English and Japanese in negotiation, presentation, and meeting facilitation
- Previous experience in project management, strategy, business, or engineering
- Strong motivation and a can-do attitude
- Knowledge of the military market would be an advantage such as defense budget, programs, and processes
- Ability to travel overseas and work with global teams
- Eligible to work in Japan and with the Japanese government, different military services and heavy industries

会社説明

The hiring company is a leading company in the defense and aerospace technology.