



# Persona.ly

## Business Development Manager

### 募集職種

### 採用企業名

Persona.ly

### 求人ID

1494692

### 部署名

BD

### 業種

デジタルマーケティング

### 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

(ほぼ) 全員外国人

### 雇用形態

正社員

### 勤務地

東京都 23区

### 給与

1000万円 ~ 1900万円

### 更新日

2024年10月02日 12:00

### 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

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

Persona.ly is a global company developing a machine-learning based RTB platform for mobile marketing, with representation in India, Singapore, Europe, the USA, South Korea, and headquarters in Israel.

We work with the best apps in gaming, fintech, and eCommerce verticals. We help their growth efforts of user acquisition and retargeting and provide data-driven insights from our predictive models, which process over 3 million transactions a second and have more than 60 data points!

We are seeking a **Business Development Manager** for the Japanese market to join our global team. In this role, you will own the full sales life cycle and play a crucial part in expanding the Persona.ly brand. This is a fully remote position.

**Key Responsibilities:**

- Initiate new opportunities: Identify and pursue new business opportunities with prospects in Japan.
  - Build long-term partnerships: Develop and maintain strong relationships with clients, focusing on upselling and enhancing customer satisfaction.
  - Advocate for programmatic ML: Become an expert in our machine learning-based products and promote their benefits to clients.
  - Represent the company: Attend commercial events and business meetings as a company representative, which may involve occasional travel a few times a year.
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## スキル・資格

**We are looking for:**

- Proven experience and success in business development or sales roles within the Ad-Tech industry- mandatory
  - Strong sales capabilities - clear communication skills, result-oriented mindset, awareness of personalization strategies, effective negotiation skills.
  - Analytical approach, ability to learn fast complex ML-based products
  - High level of proficiency in English and native proficiency in Japanese
  - Experience working in international settings or with diverse teams is a plus.
  - Self-motivated: A proactive approach to work with a strong sense of responsibility.
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## 会社説明