



PR/158296 | Business Development Manager for Japanese Speaker

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1506659

業種

その他（メーカー）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年11月26日 11:09

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

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Company and Job Overview

A global leader in precision manufacturing solutions is actively seeking a talented Business Development Manager who is fluent in Japanese. This role involves managing all sales and new business development activities across several key markets, including Japan, Malaysia, and the Asia-Pacific region.

Job Responsibilities:

- Manage sales and business development activities in assigned territories (Japan, Malaysia, AP).
- Develop and implement annual sales plans in collaboration with Sales, Operations, and Senior Management.
- Understand and utilize quoting, pricing, and proposal/RFQ processes and systems, including salesforce.com (SFDC).
- Maximize sales opportunities, capture market share from competitors, and enhance company value.
- Build and maintain a database of qualified opportunities through various channels and manage them in SFDC.
- Collaborate with Product Management and Marketing to implement marketing plans and organize customer events.
- Maintain accurate records of sales activities, adhere to company policies, and contribute to educational programs and trade shows.

Job Requirements:

- An undergraduate degree in Business or Engineering or equivalent experience is required.
- A minimum of 5 years of proven successful sales experience (profitable growth) in the medical device industry in the Japanese market.

- Proficiency with Customer Relationship Management (CRM) software, specifically salesforce.com (SFDC).
- Preferred experience in Medical Instruments.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

会社説明