

MichaelPage

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Business Development Manager

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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

1516563

業種

機械

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2025年01月21日 11:32

応募必要条件

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

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

The role is at an international company with an established market in Japan. Be a visible leader in the growing energy market by driving both internal and external stakeholders towards commercial objectives.

Client Details

The Company specializes in engineering and energy solutions. They have a strong market presence in the shipping and energy markets and have identified Japan as key growth market in their APAC strategy.

Description

- Proactively promote the company's solutions to create a strong market presence in Japan and build long-term relationships with high-level customers
- Identifying key players and customers in the energy market and driving growth by originating new business opportunities with them
- Develop tailored business cases and value propositions for the company's solutions by understanding customer needs and decision making processes
- Develop and execute Japan country strategy for energy business
- Lead technical and contractual negotiations and ensure quality aspects related to commercial, technical, as well as risk a compliance are all addressed
- Maintain sales opportunities in data in CRM

Job Offer

- Independent work environment and high flexibility
- High visibility and career potential in a key investment market for the company
- Competitive salary, health insurance, social insurance, commute allowance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

スキル・資格

- Fluent Japanese and business level English is required
 - Excellent communication, influencing and public speaking skills
 - Key understanding of electricity market, energy policies, and economic drivers
 - Engineering degree is not required, but technical understanding of power plant engineering, engines, and/or hydrogen technologies and their applications is a must
 - Consultative selling skills, with the ability to understand customer needs and develop solutions
 - Experience leading and managing cross-functional teams across countries
 - Ambassador mindset and commercially driven
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会社説明

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