



Business Development Manager (ERP company)

募集職種

人材紹介会社

アヘッド・ジャパン

採用企業名

#1 IT Consulting in an ERP Solutions

求人ID

1516654

業種

ITコンサルティング

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1200万円

更新日

2025年01月22日 13:45

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

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

- Identify and qualify potential clients through various channels, including LinkedIn, email campaigns, phone calls, and industry events.
- Conduct cold outreach to potential clients to introduce Portciti's solutions and services, focusing on building initial relationships and generating interest.
- Research and analyze potential clients' business needs, pain points, and to tailor outreach strategies effectively.
- Maintain and update CRM systems with detailed information on leads, prospects, and outreach activities to ensure accurate tracking and reporting.
- Schedule meetings and demos for sales executives & sales managers with qualified prospects, ensuring a smooth handover of information and expectations.
- Work closely with the sales director & marketing team to refine outreach strategies and provide valuable insights from initial interactions with potential clients.
- Stay informed about industry trends, competitor activities, and client needs to identify new opportunities for outreach and sales.
- Meet and exceed monthly and quarterly outreach and lead generation targets, contributing to the overall sales pipeline.

スキル・資格

- 2-3 years of experience in a sales, business development, or lead generation role, preferably in the IT consulting, software, or ERP industry.
- Proven track record of successful business development and lead generation.
- Bachelor's degree in Business, Marketing, Information Technology, or a related field.
- Strong communication and interpersonal skills, with the ability to articulate complex technical solutions to non-technical audiences.
- Proficiency in using CRM software (e.g., Salesforce, HubSpot) and other sales tools.
- Ability to work independently and as part of a team in a fast-paced, results-oriented environment.
- Strong research skills and attention to detail.
- Self-motivated with a strong work ethic and a passion for achieving sales goals.
- Business level Japanese and Proficiency in English are required; additional language skills are a plus, depending on target markets.

会社説明