

MichaelPage

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## Business Development Manager (Osaka/Tokyo) - Software

## Business Development - Software

## 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

1517256

## 業種

ソフトウェア

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

250万円 ~ 1500万円

## ボーナス

給与：ボーナス込み

## 歩合給

給与：歩合給込み

## 休日・休暇

Saturday and Sunday

## 更新日

2025年01月24日 19:22

## 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

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

This is an exciting opportunity for a talented Business Development Manager (BDM) to join a leading software company. The ideal candidate will be responsible for driving sales and maintaining strong relationships with clients.

## Client Details

Our client is a reputable large organization within the software industry, boasting a well-established presence not only in Japan but also globally. They are renowned for their innovative approach to technology and commitment to delivering quality and reliable solutions to their clients.

**Description**

- Drive sales of the company's technology solutions within the assigned territory.
- Develop and maintain strong relationships with new and existing clients.
- Understand and analyze market trends to identify new business opportunities.
- Collaborate with the internal teams to ensure client needs are met effectively.
- Plan and execute strategic sales initiatives to increase company's market share.
- Deliver presentations and demonstrations to clients and stakeholders.
- Negotiate contracts and close agreements to maximize profits.
- Provide timely and accurate sales forecasts and reports to the management.

**Job Offer**

- A competitive salary package ranging up to 15M JPY
- An attractive 70:30 benefits package.
- A supportive and collaborative work environment.
- Fully working form home

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

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**スキル・資格**

A successful BDM should have:

- Proven experience in sales within the software industry.
  - Ability to build relationships with clients and internal teams.
  - Strong analytical and strategic planning abilities.
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**会社説明**

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