



## Deputy General Manager - Japan BD & AMT

各国政府・在外公館のビザ申請サポート委託企業 現在12カ国の政府をサポート

### 募集職種

#### 採用企業名

合同会社VFSサービズ・ジャパン

#### 求人ID

1521838

#### 業種

その他（サービス）

#### 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

外国人 少数

#### 雇用形態

正社員

#### 勤務地

東京都 23区, 中央区

#### 最寄駅

日比谷線、 築地駅

#### 給与

700万円～経験考慮の上、応相談

#### 更新日

2025年02月13日 11:36

### 応募必要条件

#### 職務経験

6年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢（英語使用比率: 50%程度）

#### 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

The DGM - Japan BD & AMT will be responsible for identifying and developing business opportunities, providing strategic direction, and ensuring departmental alignment with the company's overall goals. Additionally, this role will define and work towards achieving yearly targets, while managing key relationships with government officials, the Ministry of Foreign Affairs (MOFA), and tourism departments globally, with a focus on Japan.

#### Development, Strategy & Planning

- Prepare the annual Business Development Plan (proposed way forward) in alignment with regional/company plans.
- Ensure achievement of annual new client acquisition targets and objectives defined for the country/region.
- Analyse business needs to identify new opportunities beyond the current core businesses.
- Develop new business relationships and negotiate new income sources/contracts, including Value-Added Services (VAS).
- Strategize with regards to alliances/partners to increase the company's footprint across the country/region.
- Identify alliances/partners based on available opportunities.
- Identify various tenders/bid opportunities and present them as a business proposition to the Regional Head through a business case.
- Develop complete knowledge of the business universe (Market Share/Potential) and strategize how to approach and exploit the market to achieve business goals.
- Ensure continuous and sustained business development efforts that help in enhancing the company profile and brand image.

#### **Client & Stakeholder Relations**

- Establish and maintain contacts with various Missions within the region, as well as at the Ministry of Foreign Affairs (MOFA).
- Liaise with and act as the SPOC for Japan MOFA, serving as the Client Relationship Manager/Key Accounts Manager.
- Present VFS Global to potential clients (Diplomatic Missions) through direct communication such as face-to-face meetings, phone calls, and emails.
- Manage business delegates and showcase VFS Global's potential/strengths.
- Ensure submission of business proposals for all regions, along with monthly/quarterly/yearly reports to the Ministry of Foreign Affairs.
- Undertake responsibility for new business setups and ensure the effective rollout of new business initiatives and products.
- Ensure compliance with the company's information security policies and procedures applicable to the role.

#### **Market Intelligence, Tender Management & Compliance**

- Possess a thorough understanding of VFS Global's service offerings and capabilities.
- Understand customer requirements and map them to existing offerings of the organization.
- Drive bid/tender documentation with other department stakeholders.
- Prepare and submit business proposals, ensuring timely submission of all required reports.
- Market intelligence activities – continuously scout for new opportunities, competition information, and new initiatives to propose to clients.
- Protect business ideas, designs, technologies, processes, and products innovated by VFS Global through patents and copyrights, and prepare copyright notes for attorneys.

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#### **スキル・資格**

Minimum 10 – 15 years of relevant work experience

Experience in business development, project management and Operations.

Preferred experience in large bids/tender's responses with presentation skills.

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#### **会社説明**