

MichaelPage

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## Business Development Manager

**\*Work for a Global Trading Company\***

## 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

1528176

## 業種

その他（金融）

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

経験考慮の上、応相談

## 更新日

2025年03月24日 13:42

## 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

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

As a Business Development Manager, you will be responsible for generating and growing new business opportunities within the financial services industry. You will also maintain strong relationships with customers, ensuring they receive the utmost level of service.

## Client Details

The company is a well-established, large organization within the financial services industry. With its headquarters in Tokyo, it provides a diverse range of services, offering solutions that cater to various client's needs.

## Description

- Develop and implement strategies for new business acquisition in the financial services sector.
- Conduct market research and analysis to identify new business opportunities.
- Build and maintain strong relationships with existing and potential clients.
- Collaborate with the sales team to achieve business goals.
- Provide exceptional customer service to ensure client satisfaction.
- Monitor competitors and market trends within the financial services industry.
- Prepare and present business proposals to prospective clients.

- Maintain accurate records of sales, revenue, and other key business metrics.

#### Job Offer

- A competitive salary.
- An attractive commission package.
- A role that allows you to make an impact as an individual contributor.
- A chance to work in a diverse and vibrant work environment in Tokyo.
- Opportunities for career growth and professional development.

If you are a determined, result-oriented individual with a passion for financial services, we encourage you to apply for the Business Development Manager position.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Hanako Hashiba on +81368328914.

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#### スキル・資格

A successful Business Development Manager should have:

- A bachelor's degree in Business Administration, Finance, or a related field.
- Proven experience in business development or a similar role, preferably within the financial services industry.
- Strong negotiation and communication skills.
- Proficiency in market research and data analysis.
- An understanding of the financial services sector and its current market trends.
- Excellent customer service skills.

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#### 会社説明

Unique opportunity to work within the Maritime information handling services sector (IHS). IHS Maritime is a division within the company that focuses on providing information and analysis related to the global shipping industry.