

ingenico

【Hybrid Working Style】 Sales Business Development Manager

Global Operation

募集職種

採用企業名

Ingenico

求人ID

1533316

業種

その他（金融）

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 ~ 1600万円

更新日

2025年04月24日 00:00

応募必要条件

職務経験

10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

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Position Title:

Business Development Manager

About Ingenico

From the bustling streets of Tokyo to the quaint local shops in London, we make your everyday purchases simple and seamless. Ingenico is not just a company, we're the invisible link that connects you with the things you love. We're not just for the big players - we aim to cater to everyone, including retail, banks, payment companies and more! Innovation is the heart of our culture and fuels our drive to shape the future of commerce. We're sparking change and crafting cutting-edge solutions for a global audience. At Ingenico, we stand for trust, sustainability, and empowering and developing our employees.

Department:

Sales

Location:

Tokyo

Reports to:

President and CSO

Key Clients & Stakeholders:

- Mainly work on System Integrators, Payment Gateways, and Credit Card Companies and other partners
 - Tier 1 potential customers (Siers) including Toshiba Tec
 - SMB potential customers
 - Payment Gateways
 - Acquirers such as SMCC (Sumitomo Mitsui Credit Card Company)
 - Any other potential partners in the various categories

Purpose:

- Find out and approach to new potential customers and partners helping grow Ingenico Japan's business grow significantly
- Oversee the delivery of Ingenico payment solutions to new potential accounts and develop opportunities in selected market segments and investment accounts

Areas of Responsibility:

- Prospect for new clients
- Develop and execute Go to Market Strategy for new customers, new segments, and new partners both for new and existing products/services
- Initiate proposals and discussions with prospects and lead into closing deals
- Diagnose prospects' needs and recommend value-based solutions that reflect a clear understanding of Ingenico's products and services, primary differentiators, customer segments, and key competitors' offerings
- Collaborate with existing teams to develop new opportunities. Those include Customer Success, Project Management, Marketing, R&D, Finance, and the related APAC and global (mainly in France) team.
- Take responsibility for sales through their lifecycle from initial contact through to closing
- Ensure that the sales pipeline is consistently maintained, and overall strategic objectives are translated into specific plans and targets
- Identify and evaluate prospects leading to the creation of successful and profitable relationships
- Provide senior management with timely reports and analyses on sales performance, current and future market trends and competitive activity together with making recommendations on the strategic impact of these changes
- Negotiate contracts and any change requests within or outside of the contract
- Manage and update client and contact information within Salesforce
- Comply with the use and integration of company standard tools and processes
- Ensure orders are delivered as agreed with the clients
- Map organisations to identify revenue opportunities, business needs, decision-makers and influencers
- Develop solutions that meet the clients' needs, selling these to all decision-making roles, hand-over to project management and delivery teams
- Own the production of documented responses to invitations to tender, in an effective and timely manner
- Identify market opportunities for new products, building a business case, and championing through the product development process working with Project Manager and R&D team
- Responsibility for the achievement of the budget plan for assigned accounts, and new accounts
- Responsibility for identifying and implementing new strategic business opportunities with assigned accounts including the introduction and management of other SMEs to grow the overall relationship within each account
- Responsible to support other members of the sales team as appropriate
- Preparation of high-quality presentations and proposals for submission to clients in support of new business proposals and bid opportunities
- Collaborating closely with other Customer Success Managers where appropriate to help develop new revenue streams within existing accounts
- Maintaining of up-to-date Account plans for the assigned accounts
- Prepare and execute business plan for growth of revenues in assigned portfolio
- Act in accordance with relevant Workers Health and Safety legislation and the company's WH&S policy
- Act in accordance with relevant Environmental legislation and the company's Environmental policy
- The employee accepts responsibility to follow all procedures and policies of the Quality Management System, applicable to their position, the task at hand and as directed by the company

スキル・資格**Competencies, skills, and Experience****Competencies:**

- Highly motivated outgoing minded sales and business development professional
- Experienced and smart enough to understand complex BtoB business structures and deals including partnership

sales

- Enjoy challenging environments and having massive energy to make break through
- Flexible and capable enough to wear multiple caps for different and ad-hoc roles which are critical for Ingenico Japan's success
- Communicate effectively with not only with Japan team but also with the global teams in English both verbally and in writing
- Comfortable socialising with customers/prospects at all levels when required
- Committed to overachieving revenue targets
- In depth knowledge of the electronic payment and service market is highly desirable
- Knowledge of legal contracting principles

Skills:

- Committed, motivated, enthusiastic, driven individual with a positive 'can do' attitude
- Good planning and time management skills
- Good communicator at all levels within business
- Able to work autonomously, but also be a good team player
- Attention to detail and quality of work
- Confident decision maker
- Computer/IT: Word, Excel, PowerPoint, SAP

Experience:

- Experience in working with varied financial business models
- Comfortable to develop PowerPoint presentations, conduct simple/complicated calculations on spreadsheets, and have meetings online with multiple peers in English

Qualification:

- Degree level or equivalent qualification

Leadership Behaviours:

- Strategic thinker and executor
- Focus and Forward Looking
- Customer first mindset
- Financial results driven
- Inspiring colleagues and team
- Teamwork oriented

Compliance:

- Comply with all applicable laws and regulations, and company policies and rules
- Contribute to health and safety at work by identifying, reporting, and controlling hazards and promptly reporting incidents.
- A favourable Police Check and other background checks are required.

Information Security

- Comply with company policies and procedures in relation to Information security and confidentiality to protect customers and company's assets
- Avoid working in a manner that represents any unacceptable risk to information security, including non-work activities which result or could result in breach of the information security policy.
- Report any breach of privacy, security, or confidentiality in a timely manner to protect the interests of the company.

What We Offer

- An opportunity to work with a global leader in payment innovation
- A dynamic and inclusive team culture
- Access to training, upskilling, and career development pathways
- Competitive salary and performance-based incentives
- Hybrid work environment with flexibility

Diversity & Inclusion

Ingenico is an equal opportunity employer. We believe diversity drives innovation and are committed to fostering an inclusive culture where every voice matters.

会社説明