

Job Detail

Senior Level

Position Title	ビジネスディベロップメントダイレクター（3PL業界での自動車/機械産業などの営業経験者）
Company Name	Neovia Logistics Services, LLC.
Activated / Updated	2024-04-22 / 2024-04-22
Job Type	Manufacturing (Automobile/Plant Engineering/Precision Equipment) - Project/Production Manager Logistics/Retail/Consumer/Fashion - Buyer/Warehouse Logistics Sales/AE - Manufacturing Sales
Industry	Transport/Storage/Logistics
Location	Asia Japan Kanagawa
Job Description	<p>JOB SUMMARY This client-facing role aims at developing and growing company's business activities, revenue and EBITDA from new and existing market segments and channels. The highly competitive logistics markets demand a deep understanding of very complex logistics solutions as well as an insightful knowledge of the competitive landscape of the covered territory.</p> <p>JOB RESPONSIBILITIES Responsible for selling to new APAC customers and meeting individual targets develops, recommends, and executes playbook for prioritized potential APAC customers.</p> <p>Contributes to developing regional business development strategies and creates annual business development plans for specific countries to reach required business objectives and revenue.</p> <p>Manages and maintains existing client relations, while acquiring new clients. Develops a book of business and keeps Customer Relationship Management (CRM) tool up to date to inform pipeline decision-making and prioritization.</p> <p>In close cooperation with the Marketing department, nurtures the company's visibility on the market (e.g. organizing events, webinars or conferences to be attended by prospective clients, writing specialized blogs, publish business cases or articles in specialized magazines...) in order to generate new business.</p> <p>Processes regular competitor analyses so as to maintain market awareness, help determine appropriate prices for each solution, optimize the solution design and eventually win market shares.</p> <p>Analyses Requests for Quotation or Requests for Proposal and collects additional information whenever necessary, provides critical input on costs for each proposal and launch plans and provides critical input on customers to target.</p> <p>Supports development of IP (business cases, white papers, etc.) to generate new business</p> <p>MAJOR DELIVERABLES Account plan for each prioritized new customer within target area. Closed deals, at target EBITDA rates, up to sales quota for year.</p> <p>CROSS FUNCTIONAL INTERFACES Supports development, pricing and sale of customer solutions (in collaboration with Ops, HR, IT, Finance, etc.) for new customers. Supports launch (in collaboration with Operations).</p> <p>Location: Sagamiara (Flexible) Report to : Operations Director</p>
Company Info	Neovia is a global leader in third-party logistics, operating more than 100 facilities in 20 plus countries. For over 30 years, Neovia has utilized real-world innovation to partner with, and solve complex logistics challenges for, leading companies in the automotive, industrial, aerospace and technology sectors.
	QUALIFICATIONS

Qualifications	<ul style="list-style-type: none"> -Typically minimum a 4-year Bachelor's Degree or equivalent through experience -Ideally 5-8 years in account management <p>GENERAL SKILLS AND ABILITIES FOR POSITION</p> <ul style="list-style-type: none"> -Word Processing -Excel -PowerPoint -Presentation Skills -Customer Interaction -Analytical Skills -Ability to "hunt" and open closed doors -Relationship-building including executives at all levels -of the customer -Ability to negotiate and close deals -Excellent communications skills -Rapid development of technical and operational expertise to understand customer needs and inform solution development -Deep understanding and intuition for customer business perspective -Japanese & English business level skill.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 18000K - JPY 20000K
Salary Description	1800万円 ~ 2000万円
Holiday Description	<p>Five-Day Workweek</p> <p>Summer Holidays</p> <p>Winter Holidays</p> <p>Paid Holidays</p>
Job Contract Period	正社員
Nearest Station	神奈川県相模原市中央区田名3902-6（ＪＲ相模原駅からバスで20分）、車通勤可です。