

## 求人情報

スタッフレベル

ポジション名	Business Development Manager - Global Electronics
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	会社名非公開
掲載開始・更新	2024-05-02 / 2024-05-02
職 種	営業 - メーカー系営業
業 種	半導体・電気・電子部品メーカー
勤務地	アジア 日本 東京都
仕事内容	<p>As a Business Development Manager, you will need to Identify potential opportunities for business growth, develop and maintain solid business relationships business relationship by providing solutions on customer needs.</p> <p>Description</p> <ul style="list-style-type: none"><li>* Constantly identify and seek new client accounts, work on strengthening the relationship with the existing customers and led negotiations.</li><li>* Provide necessary training, seminars, explanation sessions to the customer to increase product awareness.</li><li>* Take proactive steps to execute strategic growth plans in the assigned region.</li><li>* Stay up to date on the market trends insights, competitors, customers and technology.</li><li>* Set clear action-based plans and ensure they are completed timely.</li></ul> <p>Profile</p> <ul style="list-style-type: none"><li>* Proven work experience in sales and business development in the electronics/semiconductors industry. Experience in test equipment and digital measuring instrument is a plus.</li><li>* Ability to work independently to achieve set targets with a sense of ownership and responsibility.</li><li>* Strong verbal and written communication skills.</li><li>* Aptitude in negotiations and building professional relationships.</li></ul> <p>Job Offer</p> <ul style="list-style-type: none"><li>* Competitive Salary with performance incentives paid quarterly.</li><li>* Working with a highly diverse management team overseas</li></ul> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.</p>
企業について(社風など)	Our client is a part of a global group of business with over 80 years of experience of distribution of electronics in over 35 countries.
英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	ビジネス会話(日本語能力試験2級又はN2)
年 収	日本・円 800万円 ~ 1200万円