

## **Business Developer**

### **Workplace**

Nagoya, Japan (with some training periods in Italy)

### **Degree in**

Mechanical Engineering

### **Job Position**

Expand current markets to support all Business Units and discover new markets and new customers with specific characteristics.

Plan and develop fresh ways to keep in touch with markets and Japanese customers.

### **Description**

Internally, you should co-operate with the other Business Developers to share strategies and create strong relationships with BU Managers to define long-term guidelines.

You can have a great connection with R&D team to discover opportunities coming from customers and to transfer our innovation projects back to clients.

You could be the most important link among Project Managers, Project Engineers and Key Customer Accountants to go about market and customer information.

Externally, you should take care relationships with the most important clients and be constantly in touch with customer's referents.

### **Main Duties**

Market analysis (market trends, rules, stakeholders, strategies from competitors, new potential customers, strategic suppliers)

Identify Business Models and define Operative Plan (commercial strategies, communication strategies and tools)

Build networks (visits to potential clients and stakeholders)

### **Skills**

Language: Japanese (native speaker or advanced), English (Italian language would be particularly appreciated)

Economic knowledge

Negotiation capability

Passion and curiosity in industrial automation systems

MS Office

Flexibility, creativity, energy, strong responsibility, relationship capability, team work, fast learning ability, stress management, problem solving, result-oriented

Availability to travel