



Business Development Manager

AGS Japan

The essential goal that underpins everything we do: full customer satisfaction!

AGS is the leading French mobility group with an international presence.

A key player in local and international mobility services in all sectors (corporate, private, diplomats, civil servants, etc.), our strength lies in our expert knowledge of the market, our customer orientation, our global network, and our enthusiasm for international logistics.

In recent years, the AGS Group has expanded its range of service offerings to include a full range of relocation services and high quality physical and digital archiving solutions. All these activities open up exciting new prospects and markets to be developed for a promising future.

Due to our upward trending market presence and growth, AGS is constantly looking for candidates to join in building future success, as our biggest and greatest assets are the know-how and professionalism of our employees.

We are currently looking to recruit a talented **Business Development Manager** who knows how to cultivate strong customer relationships.

POST DESCRIPTION

You will be responsible for acquiring and retaining essential customers over the long term, by being able to identify and know their needs. The purpose of the position is to generate revenue by acquiring new clients, expanding on the service portfolio of existing clients, and the development of new services. Job duties will include, without being limited to:

- Draft and review a sales and marketing plan, including (annual) objectives, and a strategy to achieve them
- Conduct market research, reach out to potential clients through multiple media, and translate potential needs into sales development prospects that align with the company's vision
- Attending networking meetings and/or events on behalf of the company
- Obtain, complete, and bring in new account revenue in line with the company's vision and commercial objectives
- Monitor and track sales targets to be met, and prepare weekly reports to be sent to the branch manager in a timely manner
- Use leads, telephone acquisition, or in-person visits to approach and attracts existing and future clients, and ensure a maximum conversion in accordance with company objectives (turnover, selection, and margin)
- Sale of a variety of insurance policies, and provide clients with the correct information
- Manage existing accounts to achieve the ideal results (client satisfaction, rates, competitiveness, etc.) to identify new revenue paths
- Manage the client contract from start to finish, ensuring 100% customer satisfaction
- Ensure that the CRM program (internal software) is updated and enriched
- Keep a finger on the pulse of industry and competitor developments and trends to stay ahead of the curve



CANDIDATE PROFILE

You are a pioneer that can independently manage the commercial, administrative, as well as logistical aspects of the position. Thanks to your conquering and entrepreneurial spirit, you will contribute to the growth of the Japanese entity and the group as a whole.

Results-oriented, you will have an orientation towards the market, knowing how to capitalise on different means of marketing and advertising. Being an excellent networker, you will use your analytical skills, powers of persuasion, and empathy in obtaining new, and maintaining current, clients and business.

Fluency in English is required.

You will benefit from between 3 – 4 years of experience in a similar position, particularly within the service delivery sector. Endowed with a sense for opportunity, you are able to detect the challenges of your clients and to propose and implement adequate solutions.

With a business development, hands-on, tenacious, and perseverant mindset, you must be used managing a portfolio of clients and canvassing, both nationally and internationally.

Your well-developed relational skills will allow you to build the trust and loyalty of our clients.

You must be uncompromisingly dedicated to absolute client satisfaction, which will include working long and irregular hours.

WHAT'S ON OFFER?

Salary will be commensurate with the candidate's skills and experience. We offer a very attractive commission structure which is based on results and Key Performance Indicators. All statutory employment entitlements in Japan will apply to this position. You will get to work in a super dynamic growing international company and interact with a global team.

Are you interested? Send us your application today with your up-to-date CV and motivation letter (including your salary expectation) to manager-japan@ags-globalsolutions.com. Please quote the title of the position in the subject line of your email.

General Recruitment Terms and Conditions

Although we appreciate all applications, we can only correspond with short listed candidates. Should you not have received feedback on your application within four weeks of applying, please consider your application unsuccessful. AGS reserves the right to withdraw any advertised vacancies at any time and at its own discretion, as well as the right to not make a placement. Unsolicited submissions from recruitment agents will not be considered. The interviewing and appointment process will take place in accordance with the AGS Group's policies and procedures and may involve several steps.

By submitting your application, you agree and consent to the processing, administration and archiving of your personal data contained in your CV and other application documents, in accordance with the relevant legislation (as may be amended) for the purposes of registration and recruitment of candidates.

AGS strongly promotes diversity in our workforce, and applications from all sectors of society are encouraged. However, as an inherent requirement of the position, the successful candidate must have the right to live and work in Japan.