

Job description Senior Business Manager AQ Services Japan

Function:

Senior Business Manager
Sales
Full-time

Location:

Tokyo, Japan

Company Name: AQ Services International Japan

Internet: www.aq-services.com

Location: Tokyo, Japan

Industry: Mystery Shopping & Market Research

Job Title: Senior Business Manager

Job Type: Full-Time

Company Description: AQ Services is a full service quality research agency, specialized in developing and executing mystery shopping programs, market research and employee motivation programs for both local and International companies.

AQ Services differentiates itself from its competitors through its professional offer of services, its methodology in the execution of programs, its reporting services (advanced applications), and through its world-wide coverage and international orientation. AQ Services is a member of The IMSA (International Mystery Shopping Alliance, www.theimsa.com) and the MSPA (Mystery Shopping Providers Association, www.mysteryshop.org).

AQ Services is a young, dynamic and growing organization. The company is best described as flexible, innovative, professional, enterprising, and proactive and seeks the same qualities in their employees.

Job Description: Senior Business Manager; Sales

Sales:

The main role of the Senior Business Manager is to develop and execute sales strategies to effectively build a client base. The Senior Business manager is responsible for increasing and reaching the set sales targets. The individual must be sales driven and able to effectively meet the client's requirements and expectations. The Senior Business Manager is also responsible for overseeing the execution, the coordination and the communication of mystery shopping and/or research programs.

Sales activities include:

- Developing and executing sales Strategies
- Successfully presenting AQ Services and its services to potential clients.
- Effectively identifying the clients requirements and taking action accordingly
- Proactively developing innovative programs to suit client's needs.
- Cultivating and maintaining continuous business relationships with clients
- Presenting and Reporting mystery shopping results to the client
- Effectively sustaining after-sales activities
- Attending network meetings and/or gatherings where necessary

Job Requirements:

The Senior Business manager must hold a Bachelor degree and is required to be fluent in the English and Japanese language. The Senior Business manager is expected to have excellent verbal and written communication skills, a strong affinity with service, great interpersonal skills, a hands-on mentality, be a strong team player and ability to work in a flexible environment.

In addition to the above, the Senior Business Manager must have 4 to 5 years experience in a sales position. Our employees should take pleasure and perceive it a challenge to work in a young, growing and dynamic company. He or she is proactive, likes to take initiatives, and has a strong sense of responsibility.

Contact person:

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