

# Business Development Manager, Japan

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## Company name

Saab International AB

## Job description

### Business Development Manager, Japan

*At Saab, we constantly look ahead and push our boundaries for what is considered possible. We collaborate with colleagues and partners around the world who all share our challenge – Keeping People and Society Safe.*

## Your role

As part of our global marketing and sales strategy, Saab focuses on its established markets, one of which is Japan. We are now looking for an outcome driven Business Development Manager with a strong foundation in the Japanese Defence domain. Our preferred candidate will be responsible for leveraging their extensive Defence knowledge and networks to grow Saab's business in Japan. The position will be based in Tokyo and will report to the Country Manager, Japan.

## Responsibilities:

- Work with the Country Manager, Japan to achieve the order intake targets and long term business goals for Saab Japan
- Identify and create new business opportunities;
- Create and maintain good relationship with customers, partners and other stakeholders in Japan and abroad;
- Contribute to the ongoing development and promotion of the Saab brand through networking, exhibitions and focused business development activities;
- Lead strategic business development activities including:
  - Develop the existing business relationships with the local trading houses to increase order intake
  - Contributing to the ongoing development and refinement of the Saab Japan growth strategy,
  - Develop Business-to-Business (B2B) relationships to increase order intake,
  - Enhancing relationships with other stake holders relevant to business growth,
  - Effectively contributing to the positioning of Saab's products in Japan and Asia (where relevant);

- Improve business development processes as identified;
- Support the Country Manager, Japan, in country specific business development activities
- Engage with the Saab global business to deliver optimal outcomes for Saab Japan and the Saab Group; Support Country Manager, Japan in various communication tasks in the local arena.
- Any other task as directed by Country Manager, Japan

### **Your profile**

You must have credible experience in the international business environment, and have produced tangible results in previous positions. You must possess a high level of cultural sensitivity, have good knowledge of Japanese defence industry, procurement processes and a broad local network in Japan.

You should have demonstrable experience within the areas of people management and finance. You should be a good communicator. You must have excellent language skills in Japanese and English.

You must have strong business acumen and the ability to develop and maintain good customer relations. You possess the ability to establish and maintain a wide network of customers and local partners as well as other relevant sources of information and influence.

This position requires that you will be approved in a security vetting in accordance to ISO:27001.

### **Required skills:**

- Relevant academic and/or military education;
- Deep and comprehensive understanding of the Japanese public procurement processes, especially for defence;
- Strong business acumen;
- Excellent written and verbal communication skills;
- Extensive experience of having a professional network within the Japanese Defence Forces, governmental and business environment in Japan
- Experience of successful negotiations and influencing;
- Demonstrable interpersonal and leadership skills;
- A capability to drive projects from business development to contract;
- Proven ability to build and maintain good and strong internal, partner and customer relationships and market networks.

The role requires an energetic and self-motivated person, able to identify and pursue business opportunities, but also willing to contribute as part of a wider team. You are committed to delivering high quality business opportunities and meeting deadlines in a international environment where decisions are followed by prompt action. You are able to meet high expectations and enjoy taking ownership and responsibility. Your analytical and communication skills enable you to keep focus on and to deal with complex projects and situations simultaneously. Occasional travel to Sweden or other countries in Asia

will be required.

The right candidate will in time have the opportunity to be considered for the Country Manager role, Japan.

**What you will be a part of:**

Region Asia covers the geographical area from India over South East Asia to Japan and South Korea. Region Asia has five established countries (India, Thailand, Singapore, Japan and South Korea). The regional office is located in Singapore.

This position reports to the Country Manager, Japan and requires that you will be approved in a security vetting in accordance to ISO:27001+.

**About Saab:**

*Behind our innovations stand the brave pioneers and curious minds who make them possible.. These are everyday heroes and inventive trouble-shooters who share deep knowledge and who explore sky-high.*

*Joining us means making an impact together and contributing in our own unique way. From crafting complex code and building impressive defence and security solutions to simply sharing a coffee with a colleague, every action counts. We encourage you to take on challenges, to create smart inventions and grow in our friendly and tech-savvy workspace.*

*Saab is a leading defence and security company with an enduring mission, to help nations keep their people and society safe. Empowered by its 22,000 talented workforce, Saab constantly pushes the boundaries of technology to create a safer and more sustainable world.*

*Saab designs, manufactures and maintains advanced systems in aeronautics, weapons, command and control, sensors and underwater systems. Saab is headquartered in Sweden and has major operations all over the world and contributes to the domestic defence capability of several nations.*

**Apply here:**

<https://www.saab.com/career/job-opportunities/business-development-manager-japan>

**Email**

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