Japanese Speaking Business Development Representative
Full-time/Part-time (Remote working possible)

Joining the S2M team means collaborating into creating a lasting impact on businesses while working together with our multilingual family.

Challenge accepted?
As a Business Development Representative, you will use S2M-group’s value selling approach to gain understanding of market forces within a range of industries (financial services, diversified services…) to engage with top corporations and generate business opportunities on behalf of our clients. This will require you to:

- Understand a market and industry by researching key players, competitors, trends at an international level;
- Undertake outbound campaigns by using S2M-group’s methodology to generate and qualify leads (through phone calls and emails);
- Follow up on marketing campaigns;
- Organize client sales meetings for qualified leads;
- Use an innovative CRM to prepare internal and external progress reports.

What are we looking for?

- You have an appetite to learn complex B2B sales in IT, Technology, Software and Finance related industries in an international context;
- You have native level in Japanese and full English proficiency;
- You have or are studying for a Bachelor or Master degree;
- You are proactive, self-directed, and curious by nature;
- You have strong organizational, analytical, and project management skills.

Why choose S2M-group?

- Full time or Part time possible;
- Central location in Bangkok (10min walk from Phrom Phong BTS sation);
- Possibility to work remotely;
- Supportive team culture;
- International work environment;
- Comfortable and relaxed office space with dining area;
- Remuneration in line with role responsibilities.

Are you up for the challenge?
Please send your application with your CV as an attached document to: careers@s2m-group.com

Please note only successful candidates will be contacted