



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational Japanese manufacturer of Personal Electric Vehicles, located near Amsterdam, we are looking for a

Head of Business Development, Amsterdam (1034) Fluency in English, Negotiation Skills

Company information

Our customer is a leading manufacturer of Personal Electric Vehicles. These products are being manufactured in Asia, EMEA sales are being lead from the Amsterdam-office. The global HQ is located in Japan.

Job description

You will oversee the entire business development operations together with the Managing Director and VP Finance & Operations. Your job responsibilities will have a particular focus on the following areas:

- Supporting the MT with the transition from a distributor driven business model to a D2C model
- Leading new business initiatives that could maximize both revenue and profit
- Studying local regulations and insurance systems for localized business strategies
- Finding reliable business partners and manage partnerships
- Negotiating agreements with distribution and business partners for mutual benefit
- Providing monthly sales forecasts
- Maintaining a regionally consistent brand image
- Creating, maintaining and updating monthly reports to effectively communicate business status with all internal stakeholders and the MT
- Supporting the introduction of an advanced PR and Marketing strategy
- Supporting the implementation of sales and marketing automation
- Trying new business models unprecedented in the traditional mobility industry
- Engaging in practical tasks whenever and wherever needed to maintain the entire BD activities



Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- 5-10 years of working experience - preferably at a start-up company or a small and medium-sized company
- Proven negotiation skills
- Experienced in managing a team of at least 2-3 members
- English proficiency
- Dutch, Italian, French or German language skills will be a plus
- Strong organizational, interpersonal and problem-solving skills
- Strong desire for personal development and new learnings
- Able to travel incidentally under regular or pandemic (Covid-19) circumstances if required for due diligence

Are you looking for this broad and challenging role? Please send your CV to (Ms.) Izumi Sawada (application@nipponrecruitment.com) or call: + 31 6 3013 7769.