

Formlogic Inc. is in need of an International Business Development Manager in Pittsburgh, PA and various unanticipated locations throughout the U.S. who will be responsible for managing our existing international sales pipeline and the development of new international business opportunities with a focus on Japan. Provide clients with strategic advice and guidance, based on expertise and knowledge of the Japanese market to help make informed decisions about the best market entry strategy. Monitor and Evaluate industry trends and customer drivers in Japan, and meet regularly with managers and stakeholders to discuss strategy. Take a lead role in developing new business proposals and presentation that create and nurture opportunities and partnerships in Japan. Generate new leads, identify and contact decision-makers, screen potential business opportunities, select deals in line with strategies, and facilitate pitch logistics in Japanese Language. Identify trends and customer needs, building a sales pipeline for the short/medium/long term in accordance with targets. Manage proposal response process, including detailed RFP requirements, content creation, and inputs from various sources. Develop and implement overarching outbound international sales and business development strategy, sales processes, structure, and best practices across the company. Support deal structure and pricing with business-value analysis, and negotiate prices for proactive bids and proposals. Must have a Bachelor's Degree (or foreign equivalent) in Business Administration, Sales, or related field, plus two years of experience with Sales & Business Development in the manufacturing industry and must include experience with purchasing decision processes at manufacturers, and experience in managing proposals & facilitate pitch logistics. Must be proficient in the Japanese language. 20% International Travel is required, to be reimbursed by employer. Remote option is available. Travel to Employer's office is required twice a month. EOE M/F/D/V.

Salary: \$125,986.00 per year and up, commensurate with experience.

If interested, submit in duplicate your resume and cover letter referencing position #2001 to: Paul Sutter, CEO, Formlogic, Inc., 55 38th St., Pittsburgh, PA 15201.