

Formlogic Inc. is in need of an International Business Development Manager in Pittsburgh, PA & various unanticipated locations throughout the U.S. who will be responsible for managing our existing international sales pipeline & the development of new international business opportunities with a focus on Japan. Provide clients with strategic advice & guidance, based on expertise & knowledge of the Japanese market to help make informed decisions about the best market entry strategy. Monitor & evaluate industry trends & customer drivers in Japan, & meet regularly with managers & stakeholders to discuss strategy. Take a lead role in developing new business proposals & presentation that create & nurture opportunities & partnerships in Japan. Generate new leads, identify & contact decision-makers, screen potential business opportunities, select deals in line with strategies, & facilitate pitch logistics in Japanese language. Identify trends & customer needs, build a sales pipeline for the short/medium/long term in accord with targets. Manage proposal response process, including detailed RFP requests, content creation, & inputs from various sources. Develop & implement overarching outbound international sales & business development strategy, sales processes, structure, & best practices across the company. Support deal structure & pricing with business-value analysis, & negotiate prices for proactive bids & proposals. Must have a Bachelor's Degree (or foreign equivalent) in Business Administration, Sales, or related field, plus 2 years of experience with Sales & Business Development in the manufacturing industry & must include experience with purchasing decision processes at manufacturers, & 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/year & up, commensurate with experience. If interested, submit in duplicate your resume & cover letter reference position #2001 to: Paul Sutter, CEO, Formlogic, Inc., 55 38th St., Pittsburgh, PA 15201.