



## CIS (Cloud Infrastructure Services) Practice Head

Please do not hesitate to contact us.

### Job Information

#### Recruiter

ACS Japan

#### Job ID

1412391

#### Company Type

Large Company (more than 300 employees) - International Company

#### Non-Japanese Ratio

About half Japanese

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

20 million yen ~ 25 million yen

#### Refreshed

July 20th, 2024 03:00

### General Requirements

#### Minimum Experience Level

Over 10 years

#### Career Level

Executive

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Fluent

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### CIS (Cloud Infrastructure Services) Practice Head

##### Background:

- The role sits in Cloud Infrastructure Services (CIS) Global Business Line. You will be part of CIS APAC leadership team reporting to the head of CIS APAC who is part of global CIS Exec committee. Locally, you will report to the CEO of Japan Business Unit.
- CIS delivers cloud, IT cybersecurity and IT infrastructure solutions to our global clients.

##### What you'll do

- Lead all CIS overall in Japan – you will be the site leader for all the CIS team members

- You will be responsible for starting and growing the CIS business in Japan
- Be responsible for sales – you will carry a sales quota
- You will lead CIS on deals brought to the table by the Japan Business Unit Sales team and also use your network to bring CIS deals
- Work with partners especially cloud partners like AWS, Azure and GCP to build relationships and grow our business
- Work with the offshore centers (especially India) to build and deliver solutions to our Japanese clients

#### Key Responsibilities

- Sales – new CIS business from existing and new clients. Work with the Business unit sales teams for multi-tower deals and directly lead CIS only deals
- Lead CIS pursuits and position CIS solutions in front of Client executives to win new business
- Work with solution architects to make sure that our proposal meets the client expectations in terms of technical solution and commercials
- Manage the CIS P&L in Japan
- Manage and grow the CIS Japan team

#### Key Performance Indicators

- Bookings
- Revenue
- Operating Margins
- Client satisfaction (CSAT) scores
- Employee Satisfaction scores

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### Required Skills

#### **Experience: 15-20 years**

#### Skills & Experience required

- Selling IT solutions
- Client relationship management
- Client presentation skills - able to articulate technical and business value/outcomes to varying audiences
- Team management – 20-100 people

#### Language Ability

- Bilingual – Native Japanese (JLPT N1 or above) & Business level English

★If you have any questions or need more information, please do not hesitate to contact us.

★Jing Liu | E-mail: jing.liu@acsjapan.jp

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### Company Description

ACS Japan is a Tokyo based executive search company delivering recruitment services that reflect the core values and needs of the business world today. Our team of professional and experienced recruiters are committed to providing the highest standards of service to both clients and candidates.

ACS Japan's commitment is to personalize individual service to both clients and candidates. We are strongly networked with industry professionals who seek and value success. As the experts of full range human capital services, we specialize in offering consulting and introductions through our networks. One of our main strength is exclusivity to our clients, and speed to our candidates.

We specialize in understanding the individual needs of each company and place top to middle management executives, IT professionals, and hard-to-find specialist qualified candidates. We build and maintain close partnerships with clients to fully understand their business, products, organization in addition to their internal company culture.

ACS Japan has been in Japan market for over 10 years, and has developed deep relationships with fortune 500 companies, smaller to Enterprise and Japanese to Global Clients. At ACS Japan we can help you finding jobs within following domains;

#### Enterprise Users Companies:

Marketing, Internal IT and Finance related opportunities within Pharmaceutical, Insurance, Banks & Financial Institutions, Consumer retail companies and e-commerce

#### Vendor Companies:

Sales, Marketing, Internal IT and Finance related opportunities within Enterprise Software, hardware, Security and Gaming Companies

#### Consulting or Sler Companies:

Sales, Marketing, Internal IT and Finance related opportunities within Big 4s, Indian, European and American Consulting companies including some local big Slers.

