



Consumer Sector Manager

Senior Sales Analyst with a big 4 Firm

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Job ID

1444280

Division

Consulting

Industry

Business Consulting

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

6 million yen ~ 9 million yen

Refreshed

July 16th, 2024 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

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

We are seeking Sector Manager (SM) to perform a variety of global account management and operational tasks. SM's responsibilities include revenue and strategic planning support and tracking, pipeline management, client experience management, cross-Service Line coordination and communication, internal meeting arrangement and preparation, and Global communication and network building, basically supporting Global Account Leader's activities and responsibilities.

o Support Global Account Leader to plan the account revenue and strategic plan

- o Periodical review of the plan and revenue performance with the leadership team
 - o Identify key opportunities and track progress
 - o Support Global Account Leaders to plan expense budget and investment budget, then manage
 - o Work with Global Account Leaders to plan various events and thought leadership and provide logistical support
 - o Prepare required reports for Global Account Leader and the account team in timely manner
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Required Skills

- o Excellent written and verbal communication skills in English / Japanese
 - o Knowledge of any CRM systems and office management systems and procedures
 - o Proficiency in MS Office (Excel, Power Point, Word in particular)
 - o Have ability to pay attention to other's expectations and provide support proactively
 - o Excellent time management skills and ability to prioritize work to handle multi-tasks
 - o Keen attention to detail and adherence to deadlines
 - o Have ability to solve problems by oneself and raise challenges with others
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Company Description

大手コンサルファーム（Big 4）にてシニア セールスアナリストを募集しております。Consumer Market Sectorにて、戦略的パートナーとして、シニアパートナーなどからなるリーダーシップチームと共に、将来のビジネスプランニングを担当します。
グローバルアカウントの売上管理、企画戦略サポートやトラッキングなどのアカウントマネジメントもお任せします。

Senior Sales Analyst role with big 4. Join as a strategic partner supporting senior management with future business planning in Consumer Market Sector.

Global account management including revenue and strategic planning support and tracking.