



シニア セールスアナリスト 大手コンサルファーム (Big 4)

グローバルアカウントの売上管理、企画戦略サポート

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Job ID

1447387

Division

Consumer Market Sector

Industry

Other (Banking and Financial Services)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Refreshed

June 27th, 2024 03:00

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

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イングを担当します。

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.

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.

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
- o Communicate clearly the progress of requests to internal stakeholders
- o Arrange and attend internal meetings to take meeting minutes in English / Japanese
- o Maintain communication tools working together closely with global account team
- o Deliver updates on account activities and general market news
- o Liaise with EA to coordinate meetings and to handle requests from the leadership team
- o Act as the point of contact for the global account team
- o Assist in preparation of meeting materials and required data
- o Keep a global account team list as well as distribution list up to date
- o Manage and submit expense of required costs
- o Update internal IT systems knowledge by attending training, communicating with others

Required Skills

応募資格／Qualifications

- 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
- o Have self-motivation to fill a gap in lack of required skills
- o Past experience in the Big4 consulting firms is a plus
- o Industry/Sector background for the applied position is preferred

- o Communication skills with native Japanese and business level of English
- o Multitasking
- o Flexibility (At EY remote work and flex work are both available, but you may be requested to work late night or early

morning to join a global call)

- o Time management, schedule management, and provide response to requests in timely manner
- o Positive and go-getter attitude and self-motivated
- o Problem solving
- o Accuracy and attention to detail
- o Team player as well as work independently
- o Have integrity and common sense in confidentiality
- o MS Office, especially PowerPoint and Excel (knowledge of general functions is a must)
- o Planning and budgeting
- o Project management and negotiation with superiors is definitely a plus

Company Description

In 1975, we were the first Japanese recruitment agency to open in the UK.

Since then, we have opened offices in Japan, Singapore, Malaysia, Indonesia, Thailand, China, Korea, Hong Kong SAR, China, Vietnam, India, UK and Germany.

For many years we were employed by Japanese corporate clients as a leading provider of Japanese staff who had put down roots abroad.

Nowadays we have a wider remit, finding staff for not only Japanese but also multinational clients across the globe.

We continue to evolve aiming to become the leading recruitment agency in the world with an internationally recognised brand.