

Third Bridge



Associate（コンサルティング・法人営業経験のある方！新入社員研修、個人学習手当あり）東京勤務

金融・ファイナンシャルサービス業界経験あれば尚可！

Job Information

Hiring Company

[Third Bridge Group Limited.](#)

Job ID

1477027

Industry

Business Consulting

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience ~ 6 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

December 17th, 2024 10:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Company Description

Third Bridge is a market-leading investment research firm. We provide integrated solutions for the world's top investors and business leaders to help them make smarter and faster decisions. No other company in the world provides the same holistic investment offering: our superpower is the combination of human insights and unique investor-led content with a global expert network. We serve over 1,000 investment firms, offering clients 24/7 coverage through our team of 1,300+ employees

located across eight offices.

Job Description

As an Associate, you'll spend much of your time on the phone, tracking down experts, building relationships with them and persuading them to speak to our clients. **Ultimately, it's about finding out whether they're the right fit for our clients' needs, and whether they know the answers to the questions our clients want to ask.** This includes, but not limited to the following tasks:

- You'll set up consultations between our clients and the experts you find
- Negotiate the terms of each meeting. All while continuing to develop and strengthen the relationships you create.
- Focus on delivering the highest standards of service as you take on multiple projects at once

It's exciting, fast-paced, deadline-driven, and results-oriented. But there'll also be lots of opportunities to focus on yourself too, and **we'll support you with all the training, learning and development you need** to progress and grow into your role - and beyond.

We're a business that supports the investment industry - so it makes sense that we also invest in our people, too.

Required Skills

What you'll need

- Native in Japanese and fluent in English.
Of course, brilliant communication skills - especially using the phone - are essential.
- Strong academic credentials, or a proven background in a customer-focused role.
You'll be looking to build your expertise in client engagement, influencing, negotiation, project management and stakeholder management - or you'll be looking to build on your existing knowledge in these areas. But either way, you'll need to be the kind of person who thrives in a hands-on, high-performance role where results matter.

The Soft Skills

Attention to detail and an ability to work under pressure are just as important, and you'll more than feel at home in a culture that's built on feedback, open communication, continuous learning and winning as a team.

Above all, you'll have what it takes to exceed our clients' expectations with every call you make, every consultation you arrange, and every contract you impact...

Additional Information

◆ What our people love about being Associates in Japanese Team ◆

- Being surrounded by people they not only enjoy working with, but who also challenge and support them.
- Partnering firsthand with the leading investors and strategy consulting firms in the world and being privy to their thought process with all the learning this leads to
- Building their career in business on a foundation of problem-solving, communication and commercial skills
- Living by "great minds think differently" in a diverse and inclusive team.

◆ Thrive at Third Bridge ◆

The starting Associate pay places you in the **top 30% of graduate salaries** across industries, and it is complemented with an uncapped bonus commensurate with target achievement. You can expect clear performance goals and to be **recognized for your contributions**. After ~2 years of strong results you could transition from being an individual contributor to managing your own team and P&L - a huge **career milestone**. Depending on your aspirations, you could also progress to a role in Sales, Product, or opportunities across our organization. We ensure every team member is able to bring their **best self to work as well as in their lives outside**.

◆ Take a look at our benefits ◆

- Salary: competitive base salary with access to our bonus scheme, plus an increase on your base salary on your 12 month anniversary
- Vacation: 15 days (which increases to 20 days after 2 years of service)
- Learning: personal development allowance of RMB 7,250 per year, which can be used for any learning programs you feel would be beneficial for you
- Future and family: pension scheme and vitality private medical insurance
- Flexibility: work from anywhere for one month per year, 2 annual volunteer days, 2 personal days when life throws you a curveball and 'Summer Fridays'
- Rewards: get points through our colleague-to-colleague recognition program to spend on hotels, gift cards, donations to charity and more
- Social: weekly optional social gatherings, daily breakfast and snacks, social events

The successful candidate must, by the start of the employment, have permission to work in the country they are applying.

We know that to be truly innovative, we need to have a diverse team around us. That is why Third Bridge is committed to creating an inclusive environment and is proud to be an equal opportunity employer. If you are not 100% sure if you are right for the role, please apply anyway and we will be happy to consider your application.

Company Description