



Managing Director, Strategy & Communications

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Job Information

Hiring Company

Teneo

Job ID

1479684

Industry

Advertising, PR

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

July 3rd, 2024 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

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

As Teneo continues to grow their operations across Asia Pacific, Teneo is looking for a high calibre candidate to join our Tokyo office as a Managing Director and lead client strategy and commercial growth across the business – with a particular emphasis on the firm's Japan business.

Role Description

In today's investment environment, shareholders are increasingly demanding accountability and transparency from corporate management and exerting their influence over companies' business affairs and corporate governance. As a Managing Director, you will be expected to advise clients and companies on their ongoing communications and engagement with the investment community, as well as on special situations.

In this newly created position, you will advise CEOs, CFOs and Boards on their corporate and investor relations strategies to ensure that their securities are valued appropriately, and within the context of their performance and the market environment. You will make sure that clients have the support of their financial stakeholders, both on an ongoing basis and through major transformations and special situations.

Responsibilities

- **Providing strategic leadership and direction** - Serve as a trusted business advisor to the upper echelons of Teneo's multinational client base in all areas of investor relations – with a particular focus on advising companies through major capital market activity (M&As, IPOs, Restructuring etc.).
- **Providing media and reputation management expertise** - Stay abreast of the latest trends and developments across the Japanese media landscape, utilizing this knowledge to strategically position clients in the market and to identify new communication opportunities and protect / promote the reputation of our clients. As well as the ability to develop high-stakes and high-impact programmes for listed companies that have a competitive advantage in the face of changing business, sector and market conditions.
- **Providing investor and capital markets expertise** - Confidently present recommendations to C-suite executives based on financial analytics and modelling, research, strategic and creative thinking, a credible point of view and perspective. Ability to advise at the intersection of ESG and capital markets for Teneo's clients in the Asia Pacific region.
- **Crisis and issues management** – Provide leadership and strategic guidance during crisis situations, ensuring effective communication and reputation management across teams.
- **Business development** - Facilitate and lead commercial efforts for Teneo across Japan. This individual will be responsible for generating and developing new and organic growth opportunities, working collaboratively with business and market leads in an integrated team effort.
- **Client and Team management** - Accepts responsibility for making complex decisions impacting colleagues and clients on a timely and transparent manner. Fosters an environment in which commitment to quality and client satisfaction is a top priority; can effectively lead high-performing teams and effectively respond to emerging client trends.

Required Skills

Requirements

- Former buy-side equity analyst, sell-side research analyst, corporate finance or investment banking experience is preferred;
- Exceptional and demonstrated understanding of how strategy and business execution impact financial performance and value creation;
- Strong ability to convey strategic and financial messages in written materials, financial models and data analysis;
- Commercially savvy, with the ability to consistently convert clients and close sales;
- Able to articulate the Teneo promise, and then own the ability to shape and deliver that promise to clients to create clear outcomes;
- Ability to take complexity and translate effectively; a creative and strategic thinker in the area of reputation management, sees around corners, approaches communications from new angles;
- Financial Acumen: capital markets, accounting and finance, financial modelling, extensive experience with reporting, financial disclosures, quarterly releases, shareholder activism and the regulatory landscape;
- Executive Presence: gravitas, confidence, ability to present to a CEO (C-Suite leadership team);
- Effective Relationship Building: strong relationships with CEOs, CFOs and Board-level executives;
- Leadership Skills: proven experience building/growing teams, strong management and organisational skills with the ability to develop and execute multiplatform strategies for clients while working with the client and Teneo account teams;
- Bachelor's degree; CFA and/or MBA preferred;
- 20+ years of experience preferred;
- Native Japanese language skills are required, as well as business-level fluency in English. Additional language skills, are an advantage.

About Teneo

Teneo is the global CEO advisory firm. We partner with our clients globally to do great things for a better future.

Drawing upon our global team and expansive network of senior advisors, we provide advisory services across our five business segments on a stand-alone or fully integrated basis to help our clients solve complex business challenges. Our clients include a significant number of the Fortune 100 and FTSE 100, as well as other corporations, financial institutions and organizations.

Our full range of advisory services includes strategic communications, investor relations, financial transactions and restructuring, management consulting, physical and cyber risk, organizational design, board and executive search, geopolitics and government affairs, corporate governance, ESG and DE&I.

The firm has more than 1,600 employees located in 40+ offices around the world.

Our Commitment to Diversity and Inclusion

Teneo is an equal opportunity employer and promotes a diverse and inclusive workplace. Teneo considers all applicants without regard to race, colour, religion, creed, national origin, age, sex, marital status, ancestry, disability, gender identity, genetic information, or sexual orientation or any other status protected by applicable law.

Company Description