

Manager, Commercial Strategy

Impact role at global insurance group

Job Information

Recruiter

Robert Half Japan Ltd.

Job ID

1491214

Industry

Insurance

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 14 million yen

Refreshed

August 21st, 2024 17:31

General Requirements

Minimum Experience Level

Over 1 year

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

Company Profile

Leading global financial services company with a strong presence in Japan. Our client is part of a well-established international group, known for its commitment to providing innovative solutions, with a focus on customer-centric services and a dynamic work environment.

The position sits in a 4-people team responsible for developing and leading short-term and long-term Distribution/Commercial Strategy for the group in Japan, from ideation to implementation.

The Role

- Support the ideation, development and implementation of the group's strategy at the channel level

- Develop short-term and long-term strategy plans to drive penetration and increase market share
- Formulate and execute up-selling and cross-selling strategies to existing customers
- Build and execute new alliances, JVs, other tie-ups
- Perform market intelligence work, including trend, market and competitive landscape analysis
- Work cross-functionally and across APAC region to monitor performances and support Board-level decision-making processes

Your Skills

- Native or fluent Japanese, business-level English
- 3+ years of experience in consulting (strategy, business) or equivalent at a large corporation in functions such as sales planning, strategy, corporate planning and such
- Experience in FSI/Insurance projects is a plus, although not strictly required
- Teamwork attitude, but able to work independently as well

Location

Tokyo

Salary

10M - 14M JPY

Selling points

- Competitive compensation and young team (hiring manager is mid 30s)
- Directly influence business growth at a large, global corporation
- Strong work-life balance (7hrs/day) and remote work
- Gaishi organization (foreign CXOs)

Reference Number: 06940-0013045065

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Company Description

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With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

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