



商品企画・経営戦略 / Portfolio Management Strategy 【ワークライフバランス®のグローバル商用...

三菱ふそうトラック・バス株式会社での募集です。経営企画のご経験のある方は歓迎...

## Job Information

### Recruiter

JAC Recruitment Co., Ltd.

### Hiring Company

三菱ふそうトラック・バス株式会社

### Job ID

1506082

### Industry

Automobile and Parts

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Kanagawa Prefecture

### Salary

5 million yen ~ 8.5 million yen

### Work Hours

08:00 ~ 17:00

### Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 1月~6月入社の場合は1...

### Refreshed

January 30th, 2025 05:00

## General Requirements

### Career Level

Mid Career

### Minimum English Level

Fluent

### Minimum Japanese Level

Native

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

【求人No NJB2262137】

Introduction of Lifecycle Management

What links development production market and customer functions・The Lifecycle Management (LCM) Department.

We're creating ONE company flow by steering projects hand in hand with teams throughout the organization from the initial project idea to project realization and through to final production.

LCM is involved in the product strategy Business Strategy Connectivity and e Mobility.  
These functions are composed of 8 departments (6 in Japan 2 in India) with a headcount of ca. 160 people.

#### Job Description

##### Your mission

As part of the Product Planning and Strategy Truck Asia team you will be responsible for the portfolio and product strategy regularly reviewing the product direction to enhance MFTBC's product and service platforms to ensure achievement of overall business goals.

You will be responsible to study product/market trends understand geopolitical impacts regulations and take on customer voice to create a future oriented and sustainable product roadmap for MFTBC.

You will also be responsible to create a practical and sustainable transformation strategy for the FUSO portfolio.

##### Your responsibilities

###### 1. Product Strategy

Develop mid to long term product strategy including technology transitions and key time frames for lineup changes

Coordinate and collaborate with segment strategy marketing and development teams to develop go to market plans that identify opportunities and growth strategies across geographies vertical industries use cases and market segments

Develop FUSO product vision based on corporate strategy

Manage implementation of business growth initiatives including investment governance

Market information study macros trends like segment shifts and potential product gaps to ensure widest portfolio available for markets to address profitable growth

Develop new KPIs to judge product projects in addition to Contribution Margins cost and funding for e.g. volume growth revenue growth ROS capacity utilization

###### 2. Product roadmaps

Create manage and deliver product roadmaps by integrating and documenting standard processes incl. Future Project List (FPL) Long Range Product Plan (LRPP) and Lifecycle Plan (LCP)

Collate limitations and restriction information (e.g. EOPs) to be incorporated in the product strategy

Coordinate with markets and homologation teams to track regulation updates to provide appropriate guidance to project teams for implementation

Adhoc projects as per business requirements

###### 3. Product Performance

Continuously research updates to existing technology and new trends to actively steer the fast moving commercial vehicle industry

Compare cost performance adaptability and scalability of new technology and prepare the short term and long term technology adoption feasibility

Keep in focus advancement in sub application/body as well to match the eMobility progress

###### 4. Compliance

Fulfillment of company and compliance standards and rules

Establish environment for cross cultural interaction and support

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## Required Skills

### Qualifications

#### ■ Experience

Professional experience in Project Management or Project Planning in an automotive company or related industry

#### ■ Knowledge Skills

Language English : Business fluent / Japanese is a plus

Excellent project management skills

Distinctive ability to grasp complex scenarios and carve out business opportunities

Excellent communication and presentation skills

Entrepreneurial mindset that understands the dependencies in an agile business environment

Good understanding of the CV market and product knowledge is a plus

MS Office (Excel PowerPoint)

### Ideal Candidate

Business development expertise in the automotive mobility environment

International experience through several months abroad

A person who is always passionate and able to proceed forward even under ambiguous situation.

Keep good relationship with business partners even if under critical conflict

Self driven and go over complex problems and challenges under ambiguous situation

Able to convince stakeholders by using analysis/ expertise skill

Positive mindset and confidence to overcome difficult phases

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## Company Description

- トラック・バスの開発、製造、販売、輸出入