

Authentic Indication

Client Onboarding Specialist | 金融関連のプラットフォーム運用サポート★新卒・業界未経験者OK  Exclusive job

★丁寧な敬語使用したお客様対応経験活かせる★働き方柔軟★金融業界に興味がある方

Job Information

Hiring Company

[Authentic Indication](#)

Job ID

1510952

Industry

Software

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Sobu Line Rapid (Chiba-Tokyo), Shin Nihombashi Station

Salary

4 million yen ~ 6 million yen

Refreshed

January 14th, 2025 14:00

General Requirements

Career Level

Entry Level

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

職務概要

In this role, you will introduce the Authentic Indication platform to Corporations (i.e. Banks and Insurance Companies), Hedge Funds, and Asset Managers. To fulfill this function, the following tasks will be part of your responsibilities:

- Conduct demonstrations for Users of the Authentic Indication platform in Japanese
- Contact and follow-up with Users for onboarding
- Translate English marketing material into Japanese for posting on LinkedIn
- Assist with development of demonstration videos in Japanese for Users of the platform

You will shadow the CEO from 9:30-16:30 on most weekdays, working from the office in Toranomon or Nihonbashi and accompanying the CEO for on-site presentations in Tokyo.

チーム

Work directly with the key decision makers at Authentic Indication, who are experts in their respective fields:

- CEO (20 years of experience in Investment Banks)
- CTO (>20 years experience in Software Development).

入社後の初3か月

First Month

- Learn about our industry and product
 - ・ What is Institutional equity trading and how information leaks impact participants.
 - ・ How the Authentic Indication platform solves this problem.
 - ・ How to use the demo environment to conduct a demonstration.
- Shadow the CEO in product demonstrations and learn how the platform is presented.

Second Month

- Get more exposure to different cases by continuing to shadow the CEO in meetings.
- Start to follow up with Japanese Users for demos and onboarding.
- Begin to lead demonstrations for Japanese Users, with the CEO present to support.
- Learn how to record instructional videos that can be sent to Users.

Third Month

- Independently conduct demonstrations for Users, in English or Japanese.
- Work with the CEO to develop marketing posts on LinkedIn.
- Work with the CTO to produce instructional videos for the firm's website.
- Assist the CEO & CTO coordinate expansion of the platform into overseas markets.

自社製品について

Authentic Indication 株式会社 provides brokers with a system that enables IOI (Indication of Interest) messaging for institutional traders via a secure, cloud-based platform. Hedge Fund and Asset Management trading teams submit encrypted IOIs directly to the platform, where the information is held in escrow until conditions specified by the submitter are satisfied.

※金融関連用語を聞いたことなくても問題ありません。

当社プラットフォームは世界発のプログラクツの為、実際に業務を担当する前に、一定の期間研修を行い、サービス内容を熟知したうえで、業務をお任せします。

Required Skills

必須条件

- Native Level (敬語) in Japanese (for external communication)
- Business Level fluency in English (for internal communication)
- Presentation skills - the ability to conduct a demonstration in person or online in Japanese

歓迎条件

- Basic knowledge of financial markets
- Translation experience
- Experience working with PowerPoint, KeyNote, or other presentation applications

福利厚生

- Remote work flexibility for online demonstrations
- Startup experience with tremendous growth potential
- Corporate exposure through platform clients
- Opportunity to work with overseas clients
- Potential for overseas relocation as the company grows
- Japan National Holidays and Weekends off - 120 days off per year ☆ 2 days off per week
- Annual paid vacation (10 days)
- Special leave for special occasions
- Salary increase: Yes
- Bonus: Yes
- Stock Options: Yes
- Transportation expenses provided (subject to regulations)
- Overtime pay (exceeding fixed overtime hours)
- Travel allowance
- Complete social insurance (health insurance, welfare pension, employment insurance, workers' compensation insurance)
- Childcare leave / flex-time available
- Health check available

選考プロセス

Casual interview (if desired)

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Document screening (Japanese resume and work history, English resume)

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Interviews (approximately 3 times): You will be asked to visit our office at least once for a face-to-face interview.
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Job offer/joining the company

Company Description