

GLG

Manager, Integrated Insights | コンサルティング部門のリードをお任せします!

Job Information

Hiring Company

Gerson Lehrman Group

Subsidiary

GLG-Gerson Lehrman Group

Job ID

1511978

Industry

Think Tank, Research Institute

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

7 million yen ~ Negotiable, based on experience

Work Hours

9:00~18:00

Holidays

土日祝日

Refreshed

December 23rd, 2024 16:13

General Requirements

Minimum Experience Level

Over 6 years

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

GLG Integrated Insights leverages the world's leading platform for professional learning and expertise to deliver comprehensive answers for complex business challenges. We combine the execution rigor and problem-solving of top-tier management consultants with deep insights from leading industry professionals to staff bespoke client engagement teams.

These engagement teams leverage GLG capabilities and are supported by an internal GLG team for thought-partnership, quality oversight and scope management. Our unique approach provides streamlined, but customizable project support to deliver in-depth actionable insights into client questions.

We are seeking an **Integrated Insights Manager / Senior Manager** to join the team. You will be supporting a range of **industrials (Keiretsu / Sogo Shosha etc.)** and TMT clients on a number of strategic topics, including but not limited to market mapping, competitive analysis, voice-of-customer, due diligence, and growth strategy engagements. We are looking for strategy consultants who possess a strong fundamental consulting toolkit with an appetite to accelerate their development on business development and product management.

Specific responsibilities include (but are not limited to):

- Dual role supporting all aspects of project scoping, development and closing, manage projects from start to finish and work hand-in-hand with each engagement team and client to ensure top quality level of service / deliverables.
- Connect with Japanese client stakeholders (C-level) throughout project execution together with the core engagement team.
- Develop customized project solutions to meet goals and objectives for Japanese clients.
- Support the engagement team with GLG infrastructure, project plans, market research, pitch materials preparation, client presentations and project delivery, report writing when necessary.
- Support to develop and grow the Integrated Insights business in Japan with a very close collaboration with internal Business Units at GLG Japan.
- Exposure to a broad range of functional responsibilities, including product development, sales, marketing, and operations.
- Regular exposure to the GLG Japan President, regional GLG senior management team and the broader organization.
- Demonstrate close collaboration and partnership with cross-functional teams (business development, client solutions, legal & compliance) to support Japanese clients.
- The position will report to the Integrated Insights APAC Lead who will provide a close mentoring environment to rapidly accelerate career development.
- Lead internal and external Integrated Insights business development initiatives and contribute to growing GLG Integrated Insights business in Japan.
- Support internal education and training for relevant functions in Japan.

Required Skills

An ideal candidate will have the following:

- 5-6 years' experience at a top-tier strategy consulting firm and/or market research provider (both qualitative / quantitative) in Japan.
- Solid core consulting skills, including problem framing, slide-making, storytelling, client communication, stakeholder management, project management etc.
- **Superior written and oral communication skills in the Japanese business context.**
- Solid computer skills, i.e., Microsoft Office PowerPoint, Excel etc.
- Pro-active and entrepreneurial mindset to join a growth consulting team.
- Successful track record working in a matrix team environment
- Act with the highest integrity and professionalism in all their endeavors
- Think creatively and focus on opportunities for business growth and exhibit attention to detail.
- Strong skill set with commercial negotiations with both internal and external stakeholders.
- Demonstrate the ability and initiative to handle increasing responsibility over time
- **Full business proficiency in English and Japanese is mandatory.**
- Minimum bachelor's degree, Masters or MBA is preferred.

Company Description