



エンゲージメント・パートナー/Engagement Partner 14million and above

IT業界でのキャリアアップをサポートします！

Job Information

Recruiter

Fidel Consulting KK

Job ID

1516608

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

14 million yen ~ 16 million yen

Refreshed

January 21st, 2025 16:06

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

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

Features

- The Engagement Partner will cover the manufacturing, retail, life sciences and pharmaceutical sectors in Tokyo and will have deep industry knowledge, familiarity with industry trends and networks.
- Key responsibilities will include managing a portfolio of \$5M-10M with P&L responsibility, driving strategy, growth and profitability, overseeing project and delivery program management, team management, delivery parameters, ensuring customer satisfaction, stakeholder management and handling escalations.
- The ideal candidate will have proven experience in client relationship management, covering the C-suite, translating client needs into solutions and working collaboratively to close deals. They should be familiar with account planning and operations, managing the RFP process, recruiting support, MSA, SoW, contracts and pricing.
- Experience working with local partners, including hyperscalers for products and subcontractors for resources, is a must. Ability to build industry solutions, lead consulting and collaborate with partners is a must.
- Technically, it is desirable to have expertise in areas such as ERP, digital app development, data, cloud, etc. Familiar with delivery models such as T&M, Managed Services, Fixed Price Contracts, and the ability to review quotes and delivery governance.

- It is important that you have an entrepreneurial and business-minded spirit, experience in establishing and developing new clients, and a collaborative corporate culture with global colleagues. English communication skills are a must.

Japanese: Native level, Business English level

Qualification:

- The Engagement Partner will be responsible for the Manufacturing, Retail, Life Science, and Pharma sectors in Tokyo, Japan. They should have strong industry knowledge and a good understanding of market industry trends and networking.
- Key responsibilities include managing a portfolio of \$5M to \$10M with P&L responsibility, driving strategy, growth, and profitability, and overseeing project and delivery program management. The role also involves team management, delivery parameters, ensuring customer delight, stakeholder management, and handling escalations.
- The ideal candidate will have solid experience in client relationship management, including C-suite coverage, converting client needs into solutions, and collaborating to close deals. They should be adept at account planning and operations, managing the RFP process, providing hiring support, and handling MSA, SoWs, contracting, and pricing.
- Experience working with partners in the region, including product hyper scalers and resource sub-contractors, is essential. The ability to construct industry solutions, lead consultatively, and collaborate with partners is crucial.
- Technologically, the candidate should have exposure to areas such as ERP, digital app development, data, and cloud. They should be familiar with delivery models, including T&M, managed services, and fixed-price engagements, and be able to review estimations and delivery governance.
- An entrepreneurial and business mindset, experience in establishing and developing new clients, and a collaborative culture with global peers are important. Good English communication skills are a must.

Japanese Language : Native Japanese Level and Business English level

Required Skills

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Company Description