



PR/116726 | Senior Consultant

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1522387

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 1st, 2025 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Senior Consultant

Work location: Pathumwan, BKK (Hybrid work)

1) Issues Analysis

Interview clients to understand their situation and conditions and conduct analysis to identify root causes of the issues and improvement areas.

2) Solution Design

Workshop Project: Design the overall concept and the content (e.g., objectives, topics, and activities) of the workshop based on existing workshops or customize it based on the client needs.

Consulting Project: Find and design the best steps of problem solving for the client's issue based on the interview and analysis conducted.

3) Project Management

- Plan and oversee the project from the start to its completion, making sure its done smoothly, in a timely manner and to the satisfaction of the clients.
- Workshop Project: Collaborate with the team to design workshops by delegating tasks to the right person and monitoring the overall timeline. Communicate and coordinate with the client to make necessary preparation (e.g., participant information, venue setup, and online tools access check) and update the progress.
- Consulting Project: Clearly define the project scope and timeline and communicate it transparently to manage client expectations. Collaborate with the team to design the solution by delegating tasks to the right person and monitoring the overall progress. Regular update project status and discuss the output with the client through meetings.

4) Project Delivery

- Communicate with client's decision maker and collaborate with involved parties, internal and external, to successfully implement the project.
- Workshop Project: Prepare necessary materials/tools and run workshops as a supporter or the main facilitator for leader to management level participants.
- Consulting Project: Act as the main consultant, preparing discussion papers and facilitating meetings with clients.

5) Business Development Support

- Generate at least 2 Million baht per year as a rule of thumb.
- Maintain relationship with client's decision maker to obtain new project leads.
- Prepare, present and close proposals for workshop and consulting projects as a PS (Proposal Supporter)
- Work with the BD team to boost sales through free seminars and lectures.

Company Description