



横浜 【Marketing Consultant】 英語が活かせる！アメリカ外資 ファイナンス企業

建設機械ファイナンス企業 / 本社はアメリカ

Job Information

Hiring Company

Caterpillar Finance Kabushiki Kaisha

Subsidiary

キャタピラーファイナンス

Job ID

1531422

Industry

Other (Banking and Financial Services)

Company Type

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

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Yokohama-shi Nishi-ku

Train Description

Minatomirai Line, Minatomirai Station

Salary

10 million yen ~ 13 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

8:30-17:30 or 9:00-18:00

Holidays

土日祝日

Refreshed

April 15th, 2025 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 75%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Caterpillarは100年に渡り、建設機械をはじめ、鉱業用機械、ディーゼルおよび天然ガス・エンジン、産業用ガス・タービン、ディーゼル電気機関車などの製造において、世界の業界をリードし続けています。Caterpillar FinanceはCaterpillar専属の金融会社として設立され、卓越したファイナンスサービスを提供し続けています。日本法人は、ローン、リース、延長保証、コマーシャルアカウント等の多様な金融サービスソリューションを提供しています。

Marketing Consultant

Job Summary:

The Marketing Consultant role for the Cat Financial Japan Region is a key support service role for the sales team to execute the go-to-market (GTM) strategies in conjunction with Cat Inc. business partners and dealers. Primary activities include the development and communication of merchandising programs, reporting and data analytics for sales, pricing, and competitive intelligence. The Marketing Consultant works on strategic initiatives including the deployment of regional projects critical to develop and grow the business.

What you will do:

- Develop and review financing merchandising programs and campaigns with our Cat Inc. partners to drive equipment and aftermarket sales.
- Gather, analyze and communicate competitive intelligence to enable business partners to make informed decision for commercial strategies
- Deliver detailed reporting and analysis of business metrics with recommendations to achieve results.
- Develop and provide financial merchandising training to Sales team, Cat Inc. partners and dealers.
- Serve as Line Unit subject matter expert for equipment Sales Excellence framework and execution with the sales team
- Manage Dealer Rewards Program and Dealer & BU Satisfaction Survey
- Lead or facilitate regional projects in line with global initiatives

【雇用形態】

正社員

【勤務地】

神奈川県横浜市西区みなとみらい3丁目7番1号
みなとみらい駅 徒歩3分

【給与】

想定年収：1,000～1,300万円

※年俸制の為、月給×12か月分の給与です。

※会社の業績が良ければ四半期ごとに業績手当があります。

【勤務時間】

8:30～17:30 もしくは 9:00～18:00（どちらか選べます）

フレックスタイム制

一部リモートワークあり

【休日・休暇】

完全週休二日（土日）

夏季2日

年末年始6日

リフレッシュ休暇

有給休暇：有（15～22日）

Required Skills

Education Requirement:

- Bachelor's degree in finance or related area
- Fluent English

What Skills You Will Have:

Effective Communications:

- Delivers helpful feedback that focuses on behaviors without offending the recipient.
- Listens to feedback without defensiveness and uses it for own communication effectiveness.
- Makes oral presentations and writes reports needed for own work.
- Avoids technical jargon when inappropriate.
- Looks for and considers non-verbal cues from individuals and groups.

Relationship Management:

- Provides prompt and effective responses to client requests and interactions.
- Monitors client satisfaction levels on a regular basis.
- Alerts own team to problems in client satisfaction.
- Differentiates the roles and responsibilities in a business relationship.
- Works with clients to address critical issues and resolve major problems.

Decision Making and Critical Thinking:

- Applies an assigned technique for critical thinking in a decision-making process.
- Identifies, obtains, and organizes relevant data and ideas.
- Participates in documenting data, ideas, players, stakeholders, and processes.
- Recognizes, clarifies, and prioritizes concerns.
- Assists in assessing risks, benefits and consideration of alternatives.

Customer Focus:

- Communicates the importance of customer needs/expectations and commits to resolving them.
- Researches and verifies customer needs and expectations.
- Solicits customer satisfaction feedback and acts on improvement opportunities.
- Helps link organizational objectives to customer needs and expectations.
- Meets regularly with customers to understand their wants, needs and expectations.

Company Description