

**G Talent**

Professional IT Recruitment | 外国人ITエンジニアの転職支援  
- Many IT jobs for global companies and high-profile startups!  
- IT specialty bilingual consultants support your career change!

## IT Development Project Manager | AI Consulting & DX Strategy

**FLEXTIME★REMOTE WORK★LISTED COMPANY**

### 募集職種

#### 人材紹介会社

G Talent (ビズメイツ株式会社)

#### 採用企業名

◆ AI Consulting and DX Strategy ◆

#### 求人ID

1493600

#### 業種

インターネット・Webサービス

#### 会社の種類

中小企業 (従業員300名以下)

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

800万円 ~ 1700万円

#### 勤務時間

Flexitime

#### 更新日

2024年09月10日 16:13

### 応募必要条件

#### 職務経験

6年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

無し

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

高等学校卒

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### 【About the Company】

[AI Technology Implementation]  
It is a business that uses AI and data science technologies to solve corporate business problems by making full use of technologies in all fields, including image recognition, natural language, and time-series data.

[Digital Organization Development]  
Supporting the creation of AI human resources within companies in order to bring AI technology in-house.  
Providing contents of know-how cultivated in the company's AI solution business in the form of e-learning.

[AI Product Development Business]  
This is the business of productizing the technology created in the AI solution business and deploying it to other companies in the industry or companies with the same needs.

### [About the Job...]

#### Overview

The company is looking for an AI consultant who can bring comprehensive data-driven support from the problem definition part to on-site implementation, with the aim of bringing change to the business models of client companies through data x AI.

In this position, you will be responsible for a wide range of tasks from developing new leads, thoroughly listening to the client's business issues, considering solution approaches using AI, machine learning, and data analysis, to planning, proposal, promotion, and delivery of solutions.

The appeal of this position is that you will be involved in a wide variety of projects that transcend fields, as you will be handling data and tasks that meet the challenges and needs of the company. Another advantage of this company is that it is a venture company with a sense of speed and freedom, and a culture in which you can be entrusted with whatever you want to do.

If you want to be the best partner to support clients' growth with AI consultants and data scientists who support the DX breakthroughs of major companies, the company is looking forward to working with you!

#### Responsibilities:

Sales activities to implement solution proposals from interviews in areas related to AI and data analysis  
Implementation of webinars and content creation for the purpose of marketing and branding to expand inbound leads  
Implementation of new offering initiatives aimed at acquiring outbound leads  
Customer communication and PM support for each delivery project  
Implementation of delivery projects related to issue formulation, consulting, and requirements definition  
Proposals and sales activities related to project continuity

#### The company's culture

##### ■Focus on Results

Successful products will remain in people's memories for a long time and continue to be useful. They are focused on success and results, considering the value to our clients and pursuing the best output.

##### ■Flat and fast

The environment is flat and we express opinions that we think are good for each other, regardless of titles, hierarchical relationships, age, experience, etc. In addition, there is abundant communication via Slack, etc., and opinions are reflected and decisions are made quickly on a daily basis.

##### ■Leadership

The ability to do whatever it takes to achieve results"--when a solution to a problem does not come to mind, this ability is usually lacking. They must use their imagination without being bound by existing frameworks, systems, conventions, or common sense, and put their plans into action with a high level of energy. And if you can motivate your team and the people involved, you can produce results that far exceed people's expectations.

#### Attractiveness of the company

##### ■Stable Business Growth

More than 660 companies, mainly leading companies such as Japan Post Group, are the company's clients.  
Sales and profits have increased every fiscal year since inception, with a sales growth rate of "over 450%" from 2019 to 2022.

##### ■Best Members

There are outstanding data scientists and engineers in various fields at ..... such as kaggle medalist/unexplored super creator/award winner at academic conferences and hackathons/highest passing score in Science II at Tokyo University/gold medal at Japan Biology Olympiad, etc.

##### ■An environment where you can grow

In addition to working with the best members and participating in various projects, the company holds regular LT meetings and study sessions to share the latest technologies, learning, and experiences.

- Unlimited purchase of books for study (company loan)
- Unlimited access to the company's AI training / E-qualification and G-qualification expenses covered
- Various contents such as technology and mindset on the in-house wiki

##### ■Support for working with passion

Thoroughly create a flat workplace, free of ties such as titles and hierarchical relationships. Results are evaluated fairly, regardless of age or past experience.

In addition, 1-on-1s are held regularly with mentors and superiors to share problems, give advice on improving technical skills, and discuss various other topics to support onboarding, career support, and working better.

### [Working hours]

Flextime system

**【Welfare】**

- Remote work available
- All transportation expenses paid
- Unlimited access to AI training
- PC and company cell phone provided
- Free dress and hairstyle
- Unlimited purchase of books for study (\*company loan)
- Company events are available (\*free to attend)
- Company discount vending machines available

**【Holidays】**

Saturday/Sunday/National Holiday  
Annual Paid Leave  
New Year Holiday  
Summer Holiday

---

スキル・資格

**【Required】**

Meet multiple of the following

Experience in customer negotiation and proposal in the IT industry.  
Experience in conducting data analysis using data analysis tools such as Python.  
Experience as a project manager  
2+ years of experience in consulting and planning  
Technical knowledge of data analysis, machine learning, statistical modeling, data mining, etc.  
Ability to listen to business issues, propose solutions, and prepare documents related to AI and data science areas  
Knowledge and skills as a project manager  
Communication skills, teamwork, and integrity

**【Preferred】**

Experience in AI development and data analysis in practice  
Advanced knowledge of computer science, computer vision, and data science  
Extensive experience negotiating with clients  
Experience in client negotiation and proposals in the AI and data science domain  
Qualifications related to skills (e.g., G-Certification, E-Certification, Data Scientist)  
Experience in push proposals related to outbound lead acquisition  
Programming language: Python  
Understanding of current papers/technologies in computer science  
Experience with implementations in the cloud (AWS, GCP, Azure)  
Experience implementing AutoML and BI tools  
Experience in data model design and development

---

会社説明