

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!

募集職種

採用企業名

ガーソンレーマングループ

支社・支店

GLG-Gerson Lehrman Group

求人ID

1511978

業種

シンクタンク・リサーチ

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 港区

給与

700万円 ~ 経験考慮の上、応相談

勤務時間

9:00~18:00

休日・休暇

土日祝日

更新日

2025年01月06日 09:00

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

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

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.

スキル・資格

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.

会社説明