



Blockchain Business Consultant

[New] Our Global Client is looking for

Job Information

Recruiter

ACS Japan

Job ID

1280495

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 10th, 2024 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Duties

- Understanding Blockchain solution and working with different industry clients to create long term Blockchain business strategy.
- Lead Blockchain Business and other emerging technology initiatives and their strategic development, including proofs-of-concept, investment and new initiatives.
- Form partnerships with large enterprises with established blockchain use cases ie Japanese mega banks, supply chain & quality management, energy, healthcare etc.
- Collaborate with the local and international development teams to build state-of-the-art products.
- Shape the Blockchain value proposition in the blockchain space and negotiate scope and deliverables with C level partners'

Required Skills

Qualifications

- A background in technical sales and presales of enterprise software solutions.
- Strong experience in technology business consulting and blockchain solutions sales on different platforms like Ethereum, Quorum, Hyperledger is a plus.
- Proven track record in building out consulting practices in line with rapidly. Changing Customer Demand.
- Strong User And Market Research Skills.
- Ability To Organize Multiple Stakeholders Toward A Common Goal.
- Strong Understanding Of The Blockchain Market.
- Knowledge Of Regulatory And Compliance Issues Is A Plus.
- Should Have Learning Mindset, Information Seeking and data-driven, ability to explain complex ideas simply
- Strong project management and / or organizational skills with good working knowledge of agile development processes and roles
- Japanese : Native or JLPT N1 level
- English : Business

Company Description

ACS Japan is a Tokyo based executive search company delivering recruitment services that reflect the core values and needs of the business world today. Our team of professional and experienced recruiters are committed to providing the highest standards of service to both clients and candidates.

ACS Japan's commitment is to personalize individual service to both clients and candidates. We are strongly networked with industry professionals who seek and value success. As the experts of full range human capital services, we specialize in offering consulting and introductions through our networks. One of our main strength is exclusivity to our clients, and speed to our candidates.

We specialize in understanding the individual needs of each company and place top to middle management executives, IT professionals, and hard-to-find specialist qualified candidates. We build and maintain close partnerships with clients to fully understand their business, products, organization in addition to their internal company culture.

ACS Japan has been in Japan market for over 10 years, and has developed deep relationships with fortune 500 companies, smaller to Enterprise and Japanese to Global Clients. At ACS Japan we can help you finding jobs within following domains;

Enterprise Users Companies:

Marketing, Internal IT and Finance related opportunities within Pharmaceutical, Insurance, Banks & Financial Institutions, Consumer retail companies and e-commerce

Vendor Companies:

Sales, Marketing, Internal IT and Finance related opportunities within Enterprise Software, hardware, Security and Gaming Companies

Consulting or Sler Companies:

Sales, Marketing, Internal IT and Finance related opportunities within Big 4s, Indian, European and American Consulting companies including some local big Slers.