

Client Service Associate (クライアント企業様と専門家を繋ぐ仕事)

若手から高年収/成果に応じたインセンティブ♦英語力の活きる職場

Job Information

Hiring Company

Third Bridge Group Limited.

Job ID

1477027

Division

Client Services

Industry

Business Consulting

Company Type

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

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Yamanote Line, Tokyo Station

Salary

5 million yen ~ 7 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

February 17th, 2026 06:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Company Description

Start Date: November, December 2025

Want to **accelerate your career** in a **high-energy, commercial role**? If you're competitive, a confident communicator, both on the phone and in person, and **hungry to grow fast**, our Associate role at Third Bridge could be your next big move.

About Third Bridge

We connect the world's **top investors and business leaders** to the insights that shape **investment decisions**. From **private equity firms and hedge funds** to leading consultancies, our clients count on us to find the exact expert they need — fast.

Since 2007, we've grown to 1,500+ people across global financial hubs, becoming a trusted research partner to thousands of decision-makers. This is where ambitious people come to **accelerate their careers**.

Job Description

Why Join Us?

We're offering more than a role — we're offering a **career launchpad**. As a Client Services Associate, you'll develop the **commercial awareness** and **business acumen** that open doors to long-term careers in **sales, account management, leadership, research**, and so much more. We **promote from within**, and our top performers move into management in as little as two years.

You'll thrive if you:

- Love a **fast-paced, target-driven** environment
- Have the **confidence to pick up the phone** and start conversations with anyone
- Are naturally curious, quick to learn, and love to **solve complex problems**
- Build rapport fast and think on your feet
- Are resilient and motivated to **exceed goals**

What You'll Do

You'll be at the heart of our business — finding, calling, and engaging industry experts to deliver the insights our clients need, often under extremely tight deadlines. Expect to spend much of your day on the phone, persuading specialists to share their expertise and securing their time for client calls.

Day to day, you'll:

- **Own projects end-to-end**, truly understanding the specific client needs and scheduling high-calibre expert calls.
- **Cold call** and engage experts across industries, overcoming objections and winning buy-in
- Work at speed, managing **multiple projects and clients** at once
- **Learn fast**, gaining a broad knowledge of markets, business models, and regulations
- **Cross-Sell** the full range of Third Bridge services, including content library, surveys, advisory, as well as 1-1 calls.

What You'll Gain

- **Commercial edge:** Sales, negotiation, relationship-building skills, and the opportunity to develop leadership skills very early in your career
- **Client exposure:** Work with leading private equity firms, hedge funds, and consultancies
- **Clear progression:** Every manager started in the Associate role; promotion possible within 2 years
- Annual Personal Development Allowance to invest in your growth

Required Skills

Qualifications

What you'll need

Native Japanese and Business fluency in English.

You're **intellectually strong**, you're **ambitious**, have **leadership or extracurricular experience**, and have shown grit through internships, work experience, or other achievements.

Additional Information

Thrive at Third Bridge!

The starting Associate pay places you in the **top 30% of graduate salaries** across industries, and it is complemented with an uncapped bonus commensurate with target achievement. You can expect clear performance goals and to be recognized for your contributions. After ~2 years of strong results, you could transition from being an individual contributor to managing your own team and P&L - a huge career milestone. Depending on your aspirations, you could also progress to a role in Sales, Product, or opportunities across our organization.

We ensure every team member is able to bring their best self to work as well as in their lives outside - take a look at our **benefits**:

- **Salary:** Average annual salary of 4.8M to 7.2M JPY (including +20% uncapped bonus, which increases upon performance)
- **Vacation: 15 days** (which increases to 20 days after 2 years of service)
- **Learning:** personal development allowance, **which** can be used for any learning programs you feel would be beneficial for you
- **Flexibility:** flexible work options, such as Work from Anywhere program and flex days, offered at the company's discretion and subject to annual review.
- **Equipment:** Apple Macbook, monthly Phone Allowance plus employee reimbursement for Commuting Allowance.

We know that to be truly innovative, we need to have a diverse team around us. That is why Third Bridge is committed to creating an inclusive environment and is proud to be an equal opportunity employer. If you are not 100% sure if you are right for the role, please apply anyway, and we will be happy to consider your application.

Company Description