



Japan Country Manager

外資系BPOサービス企業の日本法人代表ポジション

Job Information

Hiring Company

Drake Business Services Japan K.K.

Job ID

1539946

Industry

Temp Agency, Outsourcing

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

15 million yen ~ 20 million yen

Refreshed

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General Requirements

Minimum Experience Level

Over 6 years

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

POSITION: Japan Country Manager

REPORTS TO: Chief Executive

DIRECT REPORTS:

- Human Resource Manager
- Account Managers
- Administration Supervisor

PURPOSE OF POSITION:

The Country Manager is ultimately responsible for managing revenue growth profitably, and optimizing costs and efficiency of continuing operations, while delivering exceptional client service. The Country Manager's primary role is to ensure that the Principal's business plan with respect to market development and client acquisition is achieved, including meeting targeted

revenue and margin objectives

Specific Accountabilities

1. Work with the Chief Executive to develop and maintain strategies, systems and work practices to ensure the Principal achieves business growth in three principal areas in accordance with the Principal's business plan:
 - a. Jones Lang LaSalle clients;
 - b. Existing BPO contracts;
 - c. Requests for proposal/tender;
2. Lead the acquisition of major new clients and planned revenue growth;
3. Lead the establishment of a new business unit to provide recruitment services to the Principal, the Principal's existing clients and new clients;
4. Provide assistance and contribution to Requests for Information/Proposals/Tenders in a timely and effective manner;
5. In conjunction with the Chief Executive and Group Bid Manager, consistently produce well researched, innovative and compelling proposals and presentations that inspire confidence and have a high probability of being accepted by clients;
6. Contribute to the achievement of budget revenue targets with acceptable or superior margin outcomes;
 - a. Develop significant new revenue streams with existing clients;
 - b. Develop new clients;
 - c. Introduce innovative new services in conjunction with the Chief Executive;
7. Initiate and maintain effective relationships with senior executives at CEO/CFO level at existing and target major clients. Take overall responsibility for relationship management practices and ensure that appropriate relationships are defined and maintained at all levels of the Principal's client organizations;
8. Develop a high performing culture with engaged employees and strong commitment to client service;
9. Ensure quality control of all Company output with respect to client acquisition and delivery of services;
10. Plan, build and deliver continually improving value to clients and partners;
11. Establish operational processes and process improvement strategies;
12. Set operational and performance goals for each area of the Company's business that are aggressive, achievable and tied to long term goals and to monitor progress in achieving them;
13. Manage costs and efficiency through optimizing people, processes and technologies;
14. Meet and overcome operational and service delivery challenges;
15. Provide inspirational people leadership for Company management and employees;
16. Coordinate the annual operations and financial plans and budgets;
17. Abide by specific internally established control systems and authorities, to lead by personal example and encourage all employees to conduct their activities in accordance with all applicable laws and the Company's standards and policies, including its environmental, safety and health policies;
18. Report positive and negative developments and opportunities for development in a timely and constructive manner; and
19. Contribute to the development of a high performing culture with engaged employees and strong commitment to client service.

Company Description