



## ビジネス・プロセス・コンサルタント/Business Process Consultant 8million above

IT業界でのキャリアアップをサポートします！

### Job Information

**Recruiter**

Fidel Consulting KK

**Job ID**

1543211

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 11 million yen

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

- Facilitates workshops, develops solutions and builds consensus among all stakeholders to ensure timely and successful delivery of technology aligned with business value.
- Analyzing solutions, creating proposals for customers, and contributing to winning projects
- Lead or participate in Proof of Concept execution with key prospective customers.
- Provide input to the implementation team on methodology and tools.
- Provide coaching and guidance to other team members as needed.
- Supervise and manage onsite or offshore technical teams
- Professional interaction and communication with customers and internal team members
- Design and mixed development of digital transformation projects for new and existing clients in Japan
- Supporting the sales process to define software and services requirements for project delivery and closing
- Facilitate workshops, develop solutions, build consensus across all stakeholders to ensure timely and successful delivery of technology aligned to business value
- Perform solution analysis and develop customer facing proposals and contribute to deal wins
- Lead or participate in the delivery of Proof of Concept engagements at key prospects
- Provide input to the team regarding implementation methodology and tools

- Provide coaching and mentoring to other team members as necessary
- Supervise and manage technical teams located either onsite or offshore
- Professionally interact and communicate with customers and internal team members
- Designing and complex developing Digital Transformation projects for new and existing customers
- Supporting the Sales process to define the software and services requirements for project delivery and closing deals

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## Required Skills

### Features

- As a Business Process Consultant, you have experience in the field of New Product Development and knowledge of Product Lifecycle Management.
- At least one experience of end-to-end implementation or transformation of PLM products for customers in the manufacturing or high-tech/electronics industry in Japan.
- Experience running customer workshops
- Experience leading a team in an Agile/Scrum environment and familiarity with large scale enterprise application deployment methodologies.
- Ability to write clear and understandable requirements, specifications and use cases.
- Knowledge of BPML
- Being flexible with business trips
- Ability to support multiple projects simultaneously if needed
- Ability to build strong, trusting relationships with internal and external customers. Effective communicator in difficult customer situations.

Japanese: Native level Japanese, business level English

- Business Process Consultant with experience in New Product Development area and knowledge of Product Lifecycle Management
- Atleast one end to end implementation or transformation experience in any PLM product for a manufacturing or hi tech/electronics customer in Japan.
- Experience in running customer workshops
- Have a thorough understanding of large-scale enterprise application deployment methodologies with experience leading teams in an Agile / Scrum environment
- Must be able to write clear, understandable Requirements, Specification documents, and Use Cases.
- Knowledge of BPML
- Must be flexible to travel
- Ability to support multiple projects concurrently as required
- Strong rapport and relationship building with both internal individuals and external customers. Must be an effective communicator in difficult customer situations

Japanese Languages: Native Japanese Level and Business level english

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## Company Description