



【金融業界、対金融業界経験がある方】 Vice President, Client Solutions-FS

業界トップのスポットコンサル企業

Job Information

Hiring Company

Gerson Lehrman Group

Subsidiary

GLG-Gerson Lehrman Group

Job ID

1565080

Division

Client Solutions Team

Industry

Business Consulting

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Hibiya Line, Kamiyacho Station

Salary

12 million yen ~ 25 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

9 : 00~18:00

Holidays

土日祝日

Refreshed

December 24th, 2025 14:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

GLG is seeking a Vice President to lead our Financial Services Client Solutions team in Japan in exceeding its commercial, development, compliance and people targets.

This position reports directly to the Head of Japan.

This is an exceptional opportunity for a client-centric professional to lead the team serving GLG FS clients and accelerate growth in a key client segment. The role will work alongside a strong management team in Japan and coordinate with peers and senior management throughout GLG's global enterprise. In addition, they will support and manage research inquiries coming from our client firms based in Japan

Finally, the Vice President will support sales in expanding our presence in the region, and work with the leadership in developing and implementing business performance improvement initiatives

Position Responsibilities

- Develop and implement a business plan in close collaboration with our Leadership team, Sales team, and other GLG stakeholders to achieve Commercial Targets. Track team performance and create plans to accelerate growth and revenue near- and long-term. Take ownership of a book of clients.
- Ensure best in class client service practices are upheld through close coaching and support direct reports in their professional development plans, actively manage team performance and people development.
- Facilitate high-value engagements between GLG experts (including industry executives, independent consultants, academics, and former policy makers across all sectors) and our clients while maintaining industry-leading standards in Compliance. Engagements mainly consist of 1:1 telephone consultations, but may also consist of surveys, in-person meetings, panels, or other custom, in-depth engagements.
- Support the Sales team growing GLG client relationships in Japan including new clients as well as senior stakeholders. This relationship development will stem from proactive phone outreach, project execution, post-project client feedback, and occasionally in-person client meetings in partnership with Sales.
- Work closely with the GLG Councils Team by developing relationships with GLG's most respected thought leaders and business professionals.
- Program live in-country meetings or teleconferences on relevant subject matter and newsworthy events to our clients in collaboration with Sales.

Required Skills**Position Requirements**

- Candidates with 10-15 years' experience in client service, either within or selling into the financial services market background will have preferential hiring priority.
- Demonstrable commercial impact and ability to grow relationships
- Experience in working across other FS sectors (primarily Private Equity).
- Strong go-do attitude and track record of business growth / turnaround
- Proven ability to manage and motivate a team of client service professionals
- Successful track record of working in fast paced, client service environment
- Passion for problem solving
- Outstanding communication skills and willingness to call and engage senior professionals
- Excellent communication (oral and written) skills in English

Preferred Qualifications & Skills

- Act with the highest integrity and professionalism in all their endeavors
- Express a strong desire to work in and lead a team
- Demonstrate the ability and initiative to handle increasing responsibility over time
- Think creatively and focus on opportunities for accelerated growth
- Exhibit relentless attention to detail

What We Offer:

Benefits: All Japan GLGers also have access to benefits such as:

- Comprehensive medical, accidental and life insurance coverage effective on your first day of employment. In addition to this coverage below, we also provide a monthly medical allowance.
- Flexible paid time off: 20 days per year, plus paid national holidays; 25 days per year after 5 years of service
- Tuition reimbursement program for eligible courses including language skills courses
- Paid parental leave and adoption leave.

- Free well-being support with the Calm app, and EAP, and free long-term therapy & counselling assistance through Pathways. Free Gym membership.

Compensation: GLG is committed to fair and equitable compensation practices. Actual compensation is based on several factors that are unique to each candidate, including but not limited to skill set, depth of experience, certifications, and specific work location. Certain roles may also be eligible for incentive compensation.

Company Description