



Associate Manager Client Services - CRL

Job Information

Recruiter

NEXUS Corporation

Job ID

1579933

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

June 3rd, 2026 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Roles and Responsibilities:

- Client relationship management – managing relationships with key client personnel and CXOs and CXO -1, within client organization and ability to understand the organizational culture of the client
- Selling concepts to the client and influencing the client to award business based on capability and track record in similar situations Conduct research as well as competitor analysis to define strategies that can help enable favorable outcomes
- Review sales plan, pursuit plan / business pipeline with leadership to ensure target achievement
- Expert knowledge of MSA / Other contract process & standards and understand the nuances of MSAs and interdependencies to other business aspects
- Conduct client presentations, workshops, and drive pricing and MSA negotiations with the client
- Provide necessary input for building alliances with relevant product / service vendors

Required Skills

- 10+ years of IT and business development / engagement management experience

- Track-record of successfully farming business solutions and client management
- Strong Business Development (Farming current accounts) / Relationship management / Account management is required
- Strong Account Management experience where you have grown existing accounts
- Track record of interacting and building relationship with C / C-1 level client contacts
- Reasonable understanding of Global Delivery Model and IT service industry
- Experience managing large multi-location consulting engagement teams' desirable
- Hands-on experience with proposal creation and leading proposal presentations
- Understanding / experience of Cloud and Platform Service business Model
- Strong leadership, interpersonal, communication and presentation skills
- Excellent verbal and written communication skills in Japanese and English

Company Description