



## 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**

May 6th, 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

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## Company Description