Senior Consultant-Financial Services

Global IT Consulting for Insurance

Job Information

Hiring Company
Sollers Consulting K.K

Job ID
1581596

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Train Description
Chiyoda Line, Shin Ochanomizu Station

Salary
11 million yen ~ 13 million yen

Refreshed
November 20th, 2026 04:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About Sollers Consulting
Sollers Consulting is more than a consultancy and software integrator.
As a company founded in 2000, our mission has been to transform the financial & insurance industries by helping them adapt to new technologies.

The power of collaboration and the limitless potential of Sollers people are at the root of our success. We strive to be the best at what we do, both in the eyes of our team and our customers. We put people at the heart of every project.

< Company Introduction Video >
We would like to share a short video introducing our HR initiatives and employee support systems.
The video features English audio.

We hope it gives you a sense of our company culture and work environment.

https://youtu.be/CsI5sewwFwA?si=KVAlf3UyfyjSCtJ3&utm_source=careercross&utm_medium=jobsite&utm_campaign=EB_movie_full
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About Business Consulting
Continuous growth and agile way of collaboration defines our Business path. Everything we do – from requirements analysis, through testing to creating new solutions – is done with passion and high-quality assurance. With an open mind and business advisory craft at hand, our innovative teams lead our international clients to success.

About the role. You will

- Conduct sales and proposal activities, including building relationships with CxOs, executives, and managers of insurance companies, understanding client needs, and creating and delivering presentations.
- Engage in all stages of the process, from sales proposals to project delivery, with significant autonomy.
- Act as an IT consultant, collaborating with teams in Japan and European offices, primarily for financial institutions, particularly insurance companies in Japan.
- Drive IT projects by working closely with developers and other teams on requirements definition, design, testing, and client communication.
- Support marketing activities to expand the business, including participation in domestic and international conferences (Japan, US) and organizing in-house events and webinars.
- Be a key part of growing the Japan office with the influence on the future shape of it.

About our promises. We can offer

- Permanent employment agreement with 6-month probation period.
- Flexible working hours and a hybrid home office model (2-3 times per week in the office) as work-life balance is crucial at Sollers.
- A chance to be promoted twice a year and a clearly defined career path with salary forecast.
- Opportunities for growth with a training budget that you can use for courses and conferences. We also provide access to an online training platform and co-fund language classes.
- An internal coach to guide you through the onboarding, further training and career opportunities, plus a budget to be used for your lunches together.
- A chance to #domore for the planet and the community as part of Sollers Change Makers – our volunteering program.
- Lots of teambuilding activities, trips, hobby groups and cultural events to create a company powered by teamwork.

In Addition:

・Planned number of hires: 2
・Employment Type：Full-time employee (with a 6-month probationary period)
・Salary： 11.5M-12.5M
・Work location:KANDA SQUARE,2-2-1 Kanda-Nishikichō, Chiyoda-ku, Tokyo
(Inside WeWork shared office)
Nearest Stations:Shin-Ochanomizu Station
・Working Style
L Flexible working hours (flextime system)
L Hybrid / Home Office Model(Employees are expected to work from the office 2 to 3 times per week)

Required Skills

About the requirements. You need:

- **At least 10 years of professional experience in one of the following areas:**
  - IT (SI, IT consulting, or IT department handling system implementation, requirements gathering, design, development, operations, or maintenance).
  - Insurance (underwriting, claims, product development, or sales).
  - Project management (PM, PL).
  - Consulting (system or IT consulting).
- Business-level English proficiency (reading, writing, and business discussions), as English, is the company's official language. (Used for documentation, internal meetings with overseas offices, and client communication.)
- At least N1 level Japanese proficiency.
- Eligibility to work in Japan on a full-time basis.
- A bachelor's degree.
- Interest in IT consulting and sales activities in Japan.

About the wishes. Nice to haves:

- Experience in implementation-related or strategic consulting, especially in insurance or bancassurance.
- Strong relationship-building skills with client stakeholders and C-level executives.
- An existing network within one of Japan's Mega 3 insurance companies.
- Experience participating in Agile projects.
- Project Manager or Product Owner certification/experience.
- Experience studying or working abroad.

Company Description