



Understanding People

Director of BD & Marketing, M&A | Law Firm M&A マーケティングディレクター

Corporate advisory & M&A focus

Job Information

Recruiter

Specialized Group

Job ID

1593491

Industry

Legal

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

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

Director of BD & Marketing, M&A | Law Firm M&A マーケティングディレクター

An international professional services organization is seeking an experienced Business Development & Marketing Director to support growth initiatives within a corporate advisory-focused practice. This role will partner with senior professionals to enhance client engagement, strengthen market presence, and drive strategic business development activities across key sectors and clients.

Key Responsibilities

- Develop and execute business development and marketing initiatives aligned with business objectives
- Lead growth-focused projects and client engagement activities

- Analyze market trends and provide commercially relevant recommendations
- Oversee preparation of proposals, presentations, and client materials
- Support external profile-building and thought leadership activities
- Collaborate with senior stakeholders on strategic client development initiatives
- Manage and mentor business development and marketing team members
- Support client targeting and relationship development strategies
- Monitor market activity and identify business opportunities through competitive analysis
- Ensure consistency and quality across business development processes and deliverables
- Contribute to ongoing improvement of internal BD and marketing operations

Qualifications

- Bachelor's degree or equivalent professional experience
- Strong experience in business development and marketing within professional services environments
- Experience in client development, proposal management, and market positioning
- Good understanding of competitive market dynamics and client engagement strategies
- Strong commercial awareness and analytical skills
- Excellent communication and stakeholder management abilities
- Experience leading teams and cross-functional initiatives
- Fluent English communication skills required
- Experience with CRM platforms is an advantage

国際的なプロフェッショナルサービス企業にて、コーポレートアドバイザー領域を支援するBusiness Development & Marketing Directorを募集しています。シニアプロフェッショナルと連携しながら、顧客開拓、マーケットプレゼンス向上、および事業成長に向けたビジネスディベロップメント施策を推進いただくポジションです。

主な業務内容

- 事業戦略に沿ったビジネスディベロップメントおよびマーケティング施策の企画・実行
- 顧客開拓や事業成長に向けた各種プロジェクト推進
- 市場動向や競合情報の分析および提案
- 提案資料、プレゼンテーション資料などの作成・品質管理
- 外部向けマーケティングやブランディング施策のサポート
- シニアステークホルダーとの連携による顧客戦略支援
- BD・マーケティングチームのマネジメントおよび育成
- クライアント戦略やリレーション構築施策の推進
- 競合分析を通じたビジネス機会の発掘
- BD業務プロセスおよび提案品質の向上推進
- マーケティング・営業支援体制の継続的改善

応募資格

- 学士号または同等の実務経験
- プロフェッショナルサービス業界におけるBD・マーケティング経験
- 提案業務、顧客戦略、市場ポジショニングに関する経験
- 市場動向や競合分析に関する理解
- 高いコミュニケーション能力および分析力
- チームマネジメント経験
- ビジネスレベルの英語力
- CRMツール使用経験歓迎

Company Description