



【外資系コンサル】サプライチェーンコンサルティング責任者

デジタル変革、オペレーション改革、AI活用に強いファームです

Job Information

Recruiter

Morgan McKinley

Job ID

1597654

Industry

Bank, Trust Bank

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 10 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

外資系コンサルティングファームにて、サプライチェーンコンサルティング領域の事業責任者（Head of SCM Consulting）を募集します。

SCM領域のデリバリー統括に加え、GTM戦略、アカウント開発、組織構築、収益責任（P&L）まで一気通貫で担う経営レベルのポジションです。

サプライチェーン変革・デジタル化・AI活用を軸に、コンサルティングビジネスそのものの成長をリードしていただきます。

主な職務内容

- SCMコンサルティング事業の戦略立案および組織運営
- サプライチェーン改革プロジェクトの統括および品質管理

- CxO・経営層とのリレーション構築および経営課題の解決支援
- Go-To-Market (GTM) 戦略の策定および事業拡大の推進
- 新規顧客開拓および既存顧客のアカウントマネジメント
- 調達・購買、物流、製造、需給計画領域の変革プロジェクト推進
- AI企業、SCMテクノロジーベンダー、PEファンド・VCとのアライアンス推進
- コンサルティングチームの採用・育成・評価
- ガバナンス体制の構築およびベストプラクティスの確立
- 事業計画策定およびP/Lマネジメント

A leading global consulting firm is seeking a **Head of SCM Consulting** to lead and expand its Supply Chain Management consulting practice in Japan.

This executive-level role will oversee consulting delivery, client relationship management, business growth, team leadership, and practice governance while driving large-scale **supply chain transformation, procurement transformation, logistics optimization, manufacturing excellence, and digital supply chain initiatives.**

You will work closely with senior executives, private equity firms, technology partners, and C-suite stakeholders to develop innovative supply chain strategies that deliver measurable business value. This is a rare opportunity to own and grow a consulting business while working directly with the CEO and leadership team.

This position is ideal for professionals with expertise in **Supply Chain Consulting, Procurement Transformation, Logistics Consulting, Operations Strategy, Digital Transformation, AI-Driven Operations, and Management Consulting Leadership.**

Key Responsibilities

- Lead and manage the Supply Chain Consulting practice, ensuring high-quality project delivery and client satisfaction.
- Develop and execute go-to-market (GTM) strategies to drive business growth and revenue generation.
- Build and maintain executive-level relationships with clients across multiple industries.
- Lead large-scale end-to-end supply chain transformation engagements.
- Drive consulting practice growth through account development and new business acquisition.
- Develop strategic partnerships with enterprise technology providers, AI companies, and PE/VC firms.
- Oversee consulting team development, talent acquisition, coaching, and performance management.
- Establish governance frameworks and best practices across the SCM consulting business.
- Collaborate with senior leadership on business strategy, operational planning, and practice expansion.
- Identify emerging trends and technologies that create competitive advantages for clients.

Required Skills

必須条件 経験・資格：

- SCMコンサルティング、または経営コンサルティング経験15年以上
- サプライチェーン改革プロジェクトのリード経験
- コンサルティング事業の立ち上げ・拡大・組織運営経験
- Go-To-Market (GTM) 戦略策定および実行経験
- サプライチェーン計画、調達・購買、製造、物流領域に関する深い知識
- デジタルトランスフォーメーションおよび先端SCMテクノロジー活用経験

ソフトスキル：

- 卓越した組織マネジメント能力
- 高い経営視点と戦略的思考力
- 優れた対人関係構築能力および交渉力
- 成果創出にコミットするリーダーシップ

語学力：

- 日本語：流暢
- 英語：ビジネスレベル以上

歓迎条件

- AIを活用した業務効率化・サプライチェーン最適化経験

この求人がおすすめの理由

- SCMコンサルティング事業のヘッドポジション
- 国際的な環境
- P/Lオーナーとして高い裁量権を持てる
- 柔軟な働き方OK
- CEOや経営陣と直接連携しながら事業成長をリードするチャンス

Required Skills and Qualifications **Experience:**

- 15+ years of experience in management consulting and supply chain transformation.
- Proven track record of leading end-to-end supply chain transformation programs.
- Experience building, scaling, and managing consulting practices.
- Strong experience developing and executing go-to-market (GTM) strategies.
- Deep expertise in Supply Chain Planning, Procurement, Sourcing, Manufacturing, Logistics, and Operations.
- Experience working with advanced supply chain technologies and digital transformation initiatives.
- Experience managing executive-level client relationships and business development activities.
- Strong commercial acumen with P&L ownership experience preferred.

Soft Skills:

- Exceptional leadership and people management capabilities.
- Strong executive presence and stakeholder management skills.
- Strategic and entrepreneurial mindset.
- Excellent communication and relationship-building abilities.
- Ability to influence senior executives and drive organizational change.
- Strong problem-solving and business development skills.
- Results-oriented approach with a focus on business growth.

Language Requirements:

- Japanese: Fluent.
- English: Fluent.

Preferred Skills & Qualifications

- Experience applying AI technologies to supply chain optimization and operational efficiency.
- Experience working with private equity or venture capital-backed organizations.
- Experience partnering with major enterprise software providers and technology firms.
- Experience leading global or regional consulting teams.
- MBA or advanced business qualification.

Why You'll Love Working Here

- Lead and shape a high-growth Supply Chain Consulting practice.
- Work directly with CEOs, C-suite executives, and private equity stakeholders.
- Own business strategy and influence the future direction of the consulting division.
- Opportunity to manage P&L and drive practice expansion.
- Exposure to cutting-edge supply chain technologies, AI, and digital transformation initiatives.
- Highly international and collaborative working environment.
- Flexible working arrangements and hybrid work model.
- Executive-level compensation and long-term career growth opportunities.
- Significant autonomy to build teams, develop client relationships, and grow the business.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。