



## 【物流全般に関するコンサルティング業務】 ソリューションエンゲージメントスーパーバイザー

■世界最大手 ■米国国際総合物流企業

### Job Information

**Hiring Company**

UPS Group

**Job ID**

1597864

**Division**

Solution Group

**Industry**

Business Consulting

**Company Type**

Large Company (more than 300 employees) - International Company

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Yamanote Line, Tamachi Station

**Salary**

6.5 million yen ~ 8.5 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Work Hours**

9 : 00 ~ 18 : 00 (休憩1時間)

**Refreshed**

June 23rd, 2026 18:59

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

## Job Description

社は、世界220以上の国や地域で広範な総合物流ソリューションを提供する、世界最大規模の企業「UPS」の100%子会社です。UPSは、世界220以上の国や地域で広範な総合物流ソリューションを提供する、世界最大規模の企業です。2022年度の売上高は1003億ドルに上ります。「大切なものをお届けすることで未来につなぐ」の企業ミッションの下、世界53万4千人以上の従業員は、シンプルかつ力強い戦略「お客様第一」「社員主導」「イノベーション重視」を尊重しています。

### Job Title

Solutions Engagement Supervisor

### Job Summary

This position develops a thorough understanding of customers' processes and business objectives to capitalize on the value that UPS can offer their business. He/She creates value for customers by leveraging UPS's expertise in the areas of engineering, technology, finance, and supply chain design. This position provides consultative sales support to the UPS Sales organization to enhance and improve customers' business with value-added and configurable solutions. He/She supports small to mid scale non-complex projects, consisting of single/multi site implementations with multiple projects and services. This position participates in the implementation phase of the solution development, deployment plan definition, and the implementation phase scheduling. He/She provides ongoing analysis of implementation projects, plans, and templates through statistics, outcomes, lessons learned, and post-implementation audits.

### Key Accountabilities

- Conducts product, service, and solutions trainings.
- Prepares and presents project reports and assists with budget validation and post-project user audits.
- Generates revenue through consultative sales activities.
- Builds productive internal and external business partnerships.
- Participates in pre- and post-customer meetings to determine strengths and weaknesses of sales approach/solutions and monitors customer needs through account strategy sessions.
- Reviews account information to identify opportunities, provides guidance to sales management on positioning and selling solutions, and participates in strategy meetings.

- 東京都港区芝浦4-13-23 MS芝浦ビル13F
- JR山手線「田町」徒歩13分  
都営新宿線・都営三田線「三田駅」徒歩15分

【雇用形態】 正社員

【面接携帯】 オンラインで行います。面接は英語で行います。

【給与】 固定給 + 固定賞与（年2回） + 変動賞与（年2回）

年収：650万~850万

- 経験・能を考慮します。
- 試用期間3ヶ月あり（期間中の給与・待遇に差異はありません）

【休暇制度】

- 年間休 120
- 完全週休2制（・）
- 祝
- 年末年始休暇
- 有給休暇
- 特別休暇（毎年3日付与）
- 慶弔休暇
- 産前産後休暇
- 育児休暇

【待遇・福利厚生】

- 昇給年1回
- 各種社会保険完備
- 役職手当
- 外部研修費負担
- 勤続表彰制度
- 団体総合福祉保険制度
- 退職金制度
- 確定拠出型年金
- 交通費全額給

## Required Skills

### Education and Work Experience

- Bachelor's Degree or International equivalent – Required
  - Fluent communication in English. (spoken and written) - Required
  - Working knowledge of Microsoft Word, Excel, Access, and Outlook - Preferred
  - Experience evaluating key financial indicators to establish account strategies – Preferred
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## Company Description