Consulting Manager – Automotive & Mobility

Global Consulting | Hybrid | APAC

Job Information

Hiring Company
SBD Automotive Ltd

Job ID
1605933

Industry
Other (Consulting and Professional Services)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 10 million yen

Refreshed
October 29th, 2026 08:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

SBD has a registered office in Nagoya. Our preference would be to have this post based in Tokyo, and with a hybrid working arrangement in place, flexibility is always considered.

Ready to Lead High-Impact Automotive Consulting Projects in APAC?

SBD Automotive is a global automotive research and consulting firm, supporting manufacturers, suppliers, and technology companies with strategy, insight, and execution across connected, electric, autonomous, and software-defined vehicles.
As a Consulting Manager, you will lead the delivery of complex client projects, manage and develop consulting teams, and play a key role in growing existing client relationships and supporting new opportunities.
This is a hands-on leadership role, combining project delivery, team management, and commercial responsibility. You will work closely with Senior Managers and BU leadership to ensure projects deliver real value to clients while also identifying and shaping the next piece of work.

A day in the life

Your day will typically balance client delivery, team leadership, and commercial activity. You might start the day reviewing progress on a live consulting engagement, working with your team to resolve a client issue or refine the final deliverable. Later, you could join a client call to present findings, discuss emerging challenges, and explore how SBD can support the next phase of work.

You may spend part of the day coaching a consultant, reviewing analysis, or helping shape a proposal for a new opportunity. You could also be supporting outreach to a target account or following up with an existing client to develop a new engagement.

No two days are identical, but the focus remains the same: delivering high-quality work,building trusted client relationships, and converting those relationships into sustainable, long-term business.

Your key responsibilities include:

1. Client delivery

- Lead consulting projects from scoping through execution and final presentation.
- Act as the primary day-to-day contact for clients on assigned engagements.
- Ensure projects are delivered on time, on budget, and to a high professional standard.
- Translate client needs into clear project plans, deliverables, and outcomes.
- Provide structured, actionable insights that support client decision-making.

2. Commercial contribution

- Grow existing client accounts by identifying and shaping follow-on opportunities.
- Take ownership of farming activities within your active client base.
- Support outreach to new clients and early-stage opportunities.
- Contribute actively to proposals, scopes, and pricing discussions.
- Help convert client conversations into funded projects.

3. People leadership

- Manage and develop consultants and senior consultants.
- Provide coaching, feedback, and performance support.
- Ensure effective project staffing and utilisation.
- Foster a collaborative, high-performance team environment.

4. Domain and knowledge contribution

- Contribute to SBD's Centres of Excellence through domain expertise.
- Support the development of methodologies, tools, and best practices.
- Share knowledge across projects, teams, and regions.

Why SBD Automotive
We offer:

- A clear progression path within a global consulting organisation.
- Exposure to cutting-edge mobility technologies and strategies.
- A collaborative, international team environment.
- Opportunities to shape projects, teams, and client relationships.
- Competitive salary and benefits.

Interested?
If you are ready to take the next step in your consulting career and lead high-impact projects while helping grow key client relationships, we would like to hear from you. Apply now to join
SBD Automotive and help shape the future of mobility in the APAC region.

Required Skills

About you
You are a delivery-focused consultant with strong client skills and a clear commercial mindset.
You are comfortable leading projects, managing teams, and using client relationships to generate new work.

You bring:

- Japanese language fluency
- Experience in automotive, mobility, or related technology sectors.
- A proven track record delivering consulting or complex analytical projects.
- Strong client-facing communication and presentation skills.
- Experience managing small teams or leading project workstreams.
- A commercial mindset, with experience identifying or supporting new business opportunities.

Ideally, you also have:

- Experience in areas such as connected vehicles, EVs, ADAS, software-defined vehicles, or digital services.
- Prior experience in consulting or strategy roles.
- Experience contributing to proposals, scoping, or client account development.

Company Description