Senior Consulting Manager – Automotive & Mobility

Consulting Leadership | Automotive

Job Information

Hiring Company
SBD Automotive Ltd

Job ID
1605934

Industry
Other (Consulting and Professional Services)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 15 million yen

Refreshed
November 19th, 2026 05:00

General Requirements

Minimum Experience Level
Over 6 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 Shape the Future of Automotive Consulting in APAC?

As Senior Consulting Manager, you will hold a pivotal leadership role in our APAC Consulting team, combining deep consulting expertise with strong commercial acumen and an in-depth understanding of the Japan market to sell and deliver high-quality advisory and research-led automotive technology solutions to clients.
This role offers a unique opportunity to use your automotive expertise and knowledge to sell and deliver high-quality, research-led consulting and advisory solutions to our clients, while helping shape our regional strategy and the global direction of consulting at SBD Automotive.
With 28 years of trusted expertise, SBD Automotive is a global leader in automotive intelligence, combining world-class research with consulting to support safe, secure, sustainable, and seamless mobility.
If you're looking for a senior role where you can make a meaningful impact on the automotive industry, read on.

A day in the life
Your goal is clear: deliver exceptional consulting outcomes while expanding trusted client relationships and growing SBD's consulting footprint across Japan and APAC. The work is fast-paced, strategic, and highly collaborative.
You will lead complex consulting engagements—from translating client priorities into clear scope and execution plans, to guiding project teams and ensuring delivery is on time, within scope, and aligned to client objectives.
Client engagement is central. You will partner with senior stakeholders, providing insight, shaping recommendations, and acting as a long-term trusted advisor. Alongside delivery, you will identify opportunities, contribute to proposals, and help secure new projects and clients.
Internally, you will work closely with APAC and global colleagues to share market insight, strengthen methodologies, and develop talent. You will coach and mentor team members, role-model SBD's values, and reinforce a collaborative, inclusive, client-first culture.

Your key responsibilities include:

1.Market Growth & Client Development

- Driving sustainable business development across Japan Automotive OEM's and suppliers by identifying opportunities, shaping proposals, translating requirements to delivery leading to successful engagements and repeat business.
- Building and managing a strong consulting pipeline, prioritising focus areas and setting realistic conversion timelines.
- Serving as a credible advisor to senior stakeholders, including C-level executives, bringing strong industry insight and commercial perspective.
- Help shape SBD's long-term Japan consulting business by developing advisor/partner relationships that unlock senior access in target OEMs.

2.Leadership & Technical Project Delivery

- Leading the delivery of consulting engagements across Japan and APAC, ensuring quality, consistency, and a client experience aligned with the Japan market expectations.
- Translating strategic priorities into clear project scopes, execution plans, and deliverables aligned to client and SBD objectives
- Upholding and role-modelling SBD's values and brand, fostering a collaborative, client-first culture
- Developing talent through coaching, mentoring, and knowledge sharing

3.Technical and Market Insight

- Applying deep domain expertise across connected vehicles, software defined vehicles and mobility to deliver clear, actionable insight that supports client decision-making
- Providing strategic market insight including demand, commercial dynamics and competitive direction
- Sharing market insight with APAC and global leadership to strengthen and evolve SBD's consulting proposition.

Why SBD Automotive
We are a global automotive research and consulting organisation with 28 years of trusted expertise and a proven track record of helping customers make better decisions in the fast-changing mobility market through clarity, insight, and vision.

- Be part of our entrepreneurial environment and help to shape the future relationship between people and cars.
- Our teams operate in five business units across six locations: China, Germany, India, Japan, UK, and USA.
- Our corporate goals of Efficiency, Accountability, Agility and Growth ensure we stay at the top of our game and create ongoing opportunities for personal development
- Our values of Compassion, Collaboration, Courage, Curiosity and Commitment are part of every decision we make - we care about our people, our clients and our ability to keep learning.
- Benefits include Pension, Life Assurance, Health Care, Performance based bonus and opportunities for Equity Sharing.
- Work from home or the office, with no set office days, though occasional attendance may be expected.

Interested?
Apply now to join us as our Senior Consulting Manager and help shape SBD APAC focussing
on Japan Consulting. Please apply with your CV and cover letter.
SBD Automotive is an Equal Opportunities Employer

Required Skills

About you
To thrive in this role, you will demonstrate the following skills, experience, and behaviours:

- **Commercial Consulting**: Significant experience in consulting in Japan and internationally, including client-facing work, commercial ownership, and oversight of complex projects.
- **Client Impact**: Proven success managing senior client relationships and influencing C-level stakeholders
- **Technical Expertise**: Technical depth across connected vehicles, mobility, SDV, in vehicle software or related domains.
- **Technical, Market and commercial insight** : Ability to contextualise insight for client decision-makers
- **Business Acumen**: Strong understanding of consulting economics (pricing, margin, utilisation, leverage) balancing client impact with commercial discipline
- **Growth Orientation**: Entrepreneurial mindset with a track record of disciplined pipeline generation and revenue growth
- **Strong and effective communication skills**: Fluent in Japanese and strong English.
  Ability to operate effectively across cultures, regions, and time zones
- **Storytelling and presentation skills**: Strong structuring, narrative and presentation capability.

Company Description