Japan Consulting Director – Automotive & Mobility

Director | Automotive Consulting

Job Information

Hiring Company
SBD Automotive Ltd

Job ID
1605935

Industry
Other (Consulting and Professional Services)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
13 million yen ~ 20 million yen

Refreshed
November 5th, 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 Own Client Relationships and Drive Revenue Growth in Automotive Consulting?

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 Director, you will lead high-value client engagements, own senior client relationships, and drive revenue growth through originating and converting new opportunities. A key part of your role is taking accountability for client outcomes and growth across your assigned accounts and engagements.
This is a senior leadership role within the consulting team, combining delivery ownership, commercial responsibility, and team leadership. You will work closely with BU leadership to grow accounts, build pipeline, and ensure delivery excellence across multiple engagements.

A day in the life

Your day will balance client leadership, delivery oversight, and commercial activity.
You might start the day reviewing progress across multiple active engagements, working with project teams to address risks or sharpen outputs ahead of a client milestone. Later, you could lead a senior client discussion, presenting findings, challenging thinking, and identifying opportunities for further work.
You may spend part of the day shaping a proposal, developing a new opportunity within an existing account, or engaging a prospective client. You could also be coaching a Senior Manager, reviewing project commercials, or aligning with the BU Director on account priorities.
No two days are identical, but the focus remains the same: owning client outcomes, driving revenue growth, and leading high-performing teams.

Your key responsibilities include:
1. Client leadership and delivery

- Own end-to-end delivery of complex, high-value consulting engagements.
- Build and maintain senior client relationships within assigned accounts.
- Act as a trusted advisor, shaping client thinking and outcomes.
- Ensure consistent delivery quality across engagements.
- Step in to resolve delivery risks and issues where required.

2. Revenue generation and pipeline

- Deliver personal revenue targets, including originating and converting opportunities.
- Build and maintain a forward pipeline within assigned accounts and domains.
- Drive repeat business and long-term account growth.
- Lead strategic pursuits aligned to BU priorities, supporting where required.
- Convert client relationships into sustainable revenue streams.

3. Commercial ownership

- Own project commercials including scope, pricing, and margin.
- Ensure strong financial performance across engagements.
- Manage delivery efficiency and profitability.
- Provide accurate inputs into forecasting and pipeline discussions.
- Operate within BU account strategy and priorities set by BU leadership.
- Drive sustained account growth through expansion of client relationships and repeat business.

4. Team leadership and development

- Oversee delivery across multiple concurrent engagements.
- Coach and develop consultants and Senior Managers.
- Provide input into performance and progression decisions.
- Role model a strong commercial and delivery mindset.

5. Hiring and capability building

- Actively contribute to hiring decisions, including candidate assessment and selection.
- Support development of a high-performing and scalable team.

6. Domain and knowledge contribution

- Actively contribute to development of propositions and reusable IP that support scalable growth
- Support SBD's Centres of Excellence through domain expertise.
- Share knowledge and best practice across teams and regions.

Why SBD Automotive
At SBD Automotive, you will work with leading automotive and technology clients on some of the industry's most important challenges.

We offer:

- A clear progression path into senior leadership and C-suite roles.
- Exposure to cutting-edge mobility technologies and strategies.
- A collaborative, international team environment.
- The opportunity to own client relationships and drive business growth.
- Competitive salary and benefits.

Interested?
If you are ready to step into a senior consulting role where you will own client relationships,drive revenue, and lead high-impact work, we would like to hear from you.
Apply now to join SBD Automotive and help shape the future of mobility across the world.
SBD Automotive is an Equal Opportunities Employer

Required Skills

About you
You are an experienced consulting or automotive industry leader with a strong track record of delivering complex engagements and building senior client relationships. You are commercially driven, comfortable owning revenue targets, and able to translate client needs into high-value consulting work.
You bring:

- A proven track record delivering complex consulting or strategy projects.
- Strong experience managing senior client stakeholders.
- A clear ability to originate, shape, and close new business opportunities.
- Experience leading teams across multiple engagements.
- A strong commercial mindset, including ownership of project margin and pipeline.
- An ability to influence senior client stakeholders and drive outcomes without directauthority.
- Experience in automotive, mobility, or related technology sectors.

Ideally you also have:

- Experience in areas such as connected vehicles, EVs, ADAS, software-defined vehicles,or digital services.
- Prior experience in senior consulting or leadership roles.
- Experience owning client relationships and account growth.

Company Description