



Business Improvement Specialist

Job Information

Recruiter

NEXUS Corporation

Job ID

1607610

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

August 31st, 2026 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Position Details:

- You will be responsible for overall business process improvements related to "our client's Denki" sales across all "their Mobile Shops" nationwide.
- Working from the headquarters' perspective within our client's Group, your goal is to establish efficient workflows and drive continuous improvements to accelerate new contract acquisitions initiated through physical retail stores.

Specific Duties:

- Staff Development: Train and develop our client's Mobile store crews.
- Process Optimization: Enhance and streamline the sales and customer explanation processes.
- Issue Resolution & Strategy: Identify operational bottlenecks and formulate solutions using both quantitative and qualitative approaches to boost store sales performance.

- KPI Management: Set, monitor, and continuously optimize Key Performance Indicators (KPIs).
 - Future Scope Expansion: Potentially expand responsibilities to include non-store marketing initiatives in the future, such as event management and web marketing.
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Required Skills

Mandatory Qualifications:

- 3+ years of experience in any of the following fields within a multi-location or retail-chain company: sales promotion, store operations support, training and development, retail talent acquisition, workflow systemization, or operational standardization.
- Proven track record of significantly driving sales growth by analyzing retail performance metrics to implement business process improvements.

Desired Qualifications:

- Project management experience within a large-scale sales network
 - English proficiency
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Company Description