


# 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**
October 26th, 2026 01:00

## 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.

## 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

## Company Description