【Asia Headquarters】 Manager/FP&A and Business Development

◆米国本社の日本法人◆ 業界トップクラスシェア/英語力・FP&A経験を活かす

Job Information

Hiring Company
Essex Solutions japan

Job ID
1609161

Division
Essex Solutions Asia Headquarters

Industry
Automobile and Parts

Company Type
International Company

Non-Japanese Ratio
Majority Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 12 million yen

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

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General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

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- Oversee FP&A operations in Japan, China, and Malaysia, handling everything from budget formulation to performance analysis and reporting to senior management
- The role offers the satisfaction of being deeply involved in Asia-wide business strategy and supporting management decisions in collaboration with business units, along with a high degree of autonomy
- In addition to approximately 70% FP&A work, you will also be involved in new business development and M&A, allowing you to broaden your experience in both finance and business growth
- Annual salary: 8 million to 12 million yen. Utilize your English and Japanese skills to thrive in a global environment across all of Asia through domestic and international business travel

【Job Responsibilities】
The Manager, FP&A and Business Development is responsible for leading the financial planning and analysis (FP&A) function for Essex Solutions Asia, covering Japan, China, and Malaysia. The position reports directly to the President, Essex Solutions Asia, and works in close collaboration with the Asia CFO and business unit leadership.
The role provides guidance and facilitates the development of mid- to long-term strategies and annual business plans for each business unit, while monitoring monthly, quarterly, semi-annual, and annual performance through analytical models, reporting systems, and regular engagement with business unit leadership.
Approximately 70% of the role is focused on FP&A. The remaining 30% is focused on Business Development, including identifying new business opportunities in related industries and supporting or leading business expansion initiatives and mergers and acquisitions (M&A).

< ESSENTIAL DUTIES AND RESPONSIBILITIES: >

- Develop annual budgets and three-year strategic plans, including related guidelines, templates, and formats, and collect and consolidate financial information across the Asia region.
- Lead the collection and reporting of monthly and periodic forecasts and monitor business performance in collaboration with senior management.
- Prepare financial and operational data and support the development of strategic Asia business plans.
- Review and analyze financial and operational data to develop standard and ad hoc reports and presentations for the Asia President, HQ senior management, the parent company, the Board of Directors, and external stakeholders.
- Establish strong strategic business-partner relationships with finance and planning teams in Asia business units (Japan, China, and Malaysia) and Headquarters in the USA.
- Participate in monthly business unit reviews, synthesizing key business data into consolidated presentations.
- Prepare monthly variance analyses of actual results versus forecast and budget, investigate major discrepancies, and identify and explain key business drivers.
- Perform ad hoc analyses to support strategic discussions and decision-making, process improvement initiatives, and other special projects as needed.
- Administer business unit performance evaluation processes, including KPI and key-initiative reporting and validation.
- Own the Asia capital expenditure planning and approval process in close collaboration with the Asia CFO and Asia business unit leaders.
- Drive continuous improvement efforts, including both process- and system-related enhancements.
- Identify new business opportunities in related industries and support or lead business expansion initiatives, including mergers and acquisitions (M&A), to contribute to the company's sustainable growth.

< RESPONSIBILITY MIX >
Approximately 70% FP&A / 30% Business Development and M&A

< SUPERVISOR TITLE >
President, Essex Solutions Asia

< DIRECT REPORTS >
None (Individual Contributor role)

【Employment Type】
Permanent employee

【Salary】
TOTAL ANNUAL COMPENSATION RANGE : JPY 8M - 12M (including bonus)

【Working Hours】
In accordance with company regulations

【Work Location】
Essex Solutions Japan Tokyo Office, Japan
*ESTIMATED % OF TRAVEL : 50% (Domestic and Overseas)

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【SKILLS AND ABILITIES REQUIRED】

- Strong financial leadership skills, with the ability to address complex financial reporting and planning issues and make

sound, timely decisions based on analysis and experience.
- Ability to synthesize complex financial and operational data into clear, effective, and impactful presentations.
- Strong analytical, planning, and problem-solving skills.
- Ability to collaborate effectively across functions and countries, influence stakeholders in a matrix organization, manage priorities, and meet deadlines.
- Advanced computer skills, particularly Excel, PowerPoint, and Word.
- Individual leadership competencies of focus include the following:
  - Collaboration, Change Acceleration, Innovation, Deliver the Results

【COMPUTER EQUIPMENT AND SOFTWARE REQUIREMENTS】

- Advanced proficiency with Excel, PowerPoint, and other Microsoft Office applications.

【EDUCATION AND EXPERIENCE REQUIREMENTS】

- Bachelor’s degree in Finance, Accounting, Business Administration, or a related field required. MBA preferred.
- 5 to 10 years of progressive FP&A / financial planning and analysis experience in the manufacturing industry is required. Experience in a large, multi-business-unit manufacturing environment is preferred.
- Business Development and/or M&A experience is preferred but not mandatory.
- Experience structuring and presenting information, analyses, and recommendations to a senior executive audience.
- Bilingual capability is mandatory: fluency in English and strong written and verbal communication skills in Japanese.
- Experience working effectively in a collaborative, matrix organization.

【LICENSES OR CERTIFICATIONS】

- CPA and/or CMA/CGMA preferred.

***SCOPE OF DUTIES AND RESPONSIBILITIES:**
This job description does not state or imply that the duties listed above are the only duties to be performed by the employee in this position. The employee may be required to follow other job related instructions and perform other job-related duties as requested by individuals authorized to provide instructions or assignments.
The requirements listed above represent the essential functions and minimum qualifications for this role. Reasonable accommodations may be provided in accordance with applicable law and company policy.

Company Description