Director, Consulting Business Development

Build a New Consulting Practice

Job Information

Recruiter
Drake International K.K.

Hiring Company
Confidential

Job ID
1609181

Division
Consulting Business Division

Industry
Business Consulting

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
15 million yen ~ 25 million yen

Refreshed
November 2nd, 2026 02:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Executive

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About the Opportunity

Our client is launching a new consulting business designed to support both internal business units and external clients in

driving business transformation, growth, and innovation.

Unlike traditional consulting firms, this organization combines strategic advisory capabilities with access to a broad portfolio of digital businesses, customer platforms, marketing solutions, financial services, logistics operations, and technology assets.

As a Director, you will play a critical leadership role in shaping the growth strategy of the consulting practice while driving client acquisition, organizational development, and project delivery.

This is an excellent opportunity for consulting leaders who want to move beyond recommendations and take ownership of creating tangible business impact.

Key Responsibilities

Practice Development

- Define and execute growth strategies for the consulting business
- Develop new consulting offerings and industry-focused practices
- Contribute to organizational design and operating model development
- Support recruitment, onboarding, and talent development initiatives

Business Development

- Lead proposal activities for both internal and external clients
- Build and expand relationships with senior executives and decision makers
- Identify and secure new consulting engagements
- Drive revenue growth and client portfolio expansion

Project Leadership

- Oversee multiple transformation and consulting engagements
- Partner with Project Managers to ensure successful delivery
- Provide executive-level guidance and steering for complex initiatives
- Ensure quality, profitability, and client satisfaction

Stakeholder Management

- Build trusted relationships with C-level executives
- Facilitate strategic discussions and decision-making processes
- Support long-term client partnerships and account growth

Why Join?

- Opportunity to build a consulting practice from an early stage
- Significant influence on strategy, organization, and culture
- Direct exposure to executive leadership
- Access to extensive digital, customer, marketing, commerce, logistics, and technology assets
- Ability to drive business transformation from strategy through execution
- Long-term career opportunities across consulting, business leadership, and new business development
- Expected expansion to approximately 100 consulting professionals within the next few years

Required Skills

Mandatory Qualifications

- 5+ years of project management experience within a consulting firm
- Proven experience developing and executing business growth strategies
- Demonstrated track record of originating and winning consulting engagements
- Strong executive communication, presentation, and negotiation skills
- Experience building relationships with senior business stakeholders
- Entrepreneurial mindset with a hands-on approach to problem solving
- Fluent Japanese language proficiency

Preferred Qualifications

- Experience leading stakeholders from problem definition through implementation
- Corporate strategy, business planning, or business development experience within a corporate environment
- Experience launching new businesses, organizations, or large-scale initiatives
- Business-level English proficiency (TOEIC 800+ equivalent preferred)
- Experience developing consulting teams and practices

This role is ideal for:

- Senior Manager / Associate Partner / Director-level consultants
- Professionals from Strategy, Digital, DX, or Business Consulting firms
- Individuals seeking greater ownership and business-building opportunities
- Consultants interested in transitioning from advisory work to execution-driven transformation leadership
- Future consulting practice leaders, business executives, or general managers

Company Description