



Senior Manager, Consulting Business Development

Build a New Consulting Practice

Job Information

Recruiter

[Drake International K.K.](#)

Hiring Company

Confidential

Job ID

1609185

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

12 million yen ~ 18 million yen

Refreshed

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General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

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About the Opportunity

Our client is building a next-generation consulting business that combines strategic advisory capabilities with access to a broad portfolio of digital platforms, consumer services, marketing solutions, financial services, logistics operations, and technology assets.

The consulting organization is experiencing rapid growth and plans to significantly expand its team over the next few years. As a Senior Manager, you will play a key role in practice development, business acquisition, client engagement, and project delivery.

This position is ideal for consultants who want to have a direct impact on both business outcomes and organizational growth.

Key Responsibilities

Consulting Business Growth

- Support the development and expansion of consulting services and industry offerings
- Participate in organizational growth initiatives, including team building and talent development
- Contribute to recruiting and capability-building efforts

Business Development

- Develop client relationships and identify new business opportunities
- Support proposal development and client acquisition activities
- Work closely with executive stakeholders to win consulting engagements

Project Leadership

- Lead business transformation and strategic consulting projects
- Collaborate with Project Managers and cross-functional teams
- Manage project delivery quality, client satisfaction, and business outcomes

Client Relationship Management

- Build trusted relationships with senior client stakeholders
- Facilitate workshops, executive discussions, and strategic planning sessions
- Support long-term account development and growth

Why Join?

Build Something New:Join a consulting organization in its growth phase and help shape its future direction.

Drive Real Business Impact:

Work beyond strategy recommendations and participate in implementation and execution.

Access Unique Business Assets:

Leverage extensive digital, commerce, marketing, customer, logistics, and technology assets to create value for clients.

Executive Exposure:

Partner closely with business leaders and senior executives on high-impact initiatives.

Diverse Career Opportunities:

Future career paths may include Consulting Director, Practice Leader, Business Development Executive, Corporate Strategy Leader, or New Business Development roles.

Required Skills

Required Skills

Mandatory Qualifications

- 5+ years of project management experience within a consulting firm
- Proven experience managing client-facing consulting engagements
- Strong executive communication and stakeholder management skills
- Experience sourcing or supporting business development activities
- Ability to build relationships with C-level stakeholders
- Strong collaboration and problem-solving skills
- Entrepreneurial, hands-on mindset
- Fluent Japanese language proficiency

Preferred Qualifications

- Experience leading stakeholders from issue identification through implementation
- Corporate strategy, business planning, or new business development experience
- Experience working within operating companies or large corporate environments
- Business-level English proficiency (TOEIC 800+ equivalent preferred)
- Experience supporting organizational growth and team development initiatives

Ideal Candidate

This role is particularly suited for:

- Consulting Managers and Senior Managers seeking broader leadership responsibilities
- Professionals from Strategy, Digital, DX, Operations, or Business Consulting firms
- Individuals interested in combining consulting, business development, and organization-building responsibilities
- Consultants who want greater ownership and visibility with executive stakeholders
- Future consulting leaders aiming to progress toward Director-level positions

Company Description