Director, Data & AI Consulting (H)

Job Information

Recruiter
Izumi Network Yugen Kaisha

Job ID
1616308

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
15 million yen ~ 20 million yen

Refreshed
November 3rd, 2026 19:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Role purpose

This is a senior consulting leadership role established to build, grow and lead the Business Strategy, Data & AI business of our Japan operation. You will be accountable for developing new client relationships and expanding our footprint within existing accounts, shaping how Japanese organisations use data and AI to drive their business strategy, growth, productivity, customer outcomes and new revenue opportunities.

Operating as a key member of the Japan delivery team, you will have the mandate to define the Business Strategy, Data & AI proposition for the Japanese market, build a pipeline of high-value opportunities, and plan for and build out a larger team of specialists across the Business Strategy, Data and AI realms. This is a hands-on leadership role, where your contribution as a trusted advisor and thought leader, both internally and externally, will be vital.

The opportunity

This is a pivotal point for the Japan business as it uplifts capabilities to capitalise on strong growth opportunities, profitability and the market opportunity ahead.

Demand for data and AI services in Japan is accelerating, driven by enterprise digital transformation programs, the need to modernise legacy data estates, workforce and productivity pressures, and growing executive interest in generative AI. Clients increasingly need a partner that can combine strategy, responsible AI governance and practical delivery to move from pilots to measurable, scaled business value.

The scope of the role is wide-ranging. You will design, lead and champion forward-looking Business Strategy and AI offerings for clients, while building out and uplifting the intertwined data capabilities that underpin them, including data strategy,

governance, platforms, analytics and data commercialisation.

Key accountabilities

Business development and growth

- Own the Business Strategy, Data & AI revenue, pipeline and margin targets for the Japan business, building a sustainable and profitable practice.
- Identify, qualify and win new clients, leading proposals, solution design, pricing and commercial negotiation for complex Business Strategy, Data & AI engagements.
- Expand relationships within existing clients, identifying cross-sell and follow-on opportunities across business strategy, data, analytics and AI.
- Shape go-to-market strategy and offerings tailored to the Japanese market, with a priority focus on financial services and other target sectors.
- Build and leverage alliance relationships with Microsoft, AWS, Google and other technology partners to generate joint opportunities.

Client leadership and advisory

- Act as a trusted advisor to senior client stakeholders, up to C-suite and Board level, on business, data and AI strategy, operating models and enterprise maturity.
- Guide clients from AI experimentation to scaled adoption, linking initiatives to clear business cases and measurable outcomes.
- Help clients establish responsible AI governance frameworks, standards and guardrails that balance innovation with risk management.
- Advise on data governance, data platform modernisation, analytics and opportunities to commercialise data assets.
- Support business leaders to lift change capability and foster a data-driven culture across their organisations.

Practice and team leadership

- Plan for and build out a high-performing team of Business Strategy, Data & AI consultants, architects and engineers in Japan, including recruitment, development and retention.
- Lead and coach cross-functional delivery teams, building bilingual and cross-cultural capability where required.
- Develop reusable assets, accelerators, methods and offerings that strengthen the practice's differentiation.
- Collaborate with regional and global practice leaders to bring the organisation's broader capabilities to Japanese clients.

Delivery quality and risk

- Provide executive oversight of engagements to ensure high-quality, on-time and on-budget delivery.
- Apply disciplined commercial and delivery risk management across contracts, estimates and engagement governance.
- Ensure solutions reflect Japanese regulatory and compliance expectations, including the Act on the Protection of Personal Information (APPI), Japan's AI guidelines for business.

Thought leadership and market presence

- Raise the profile of the practice in Japan through client events, industry forums, publications and partner channels.
- Track developments in AI and data technologies and translate them into practical, relevant client propositions.

Required Skills

Capabilities and experience

Essential

- **Practice building and growth.** A proven track record of building and growing a profitable consulting or professional services practice, with demonstrable success in winning new clients and expanding existing accounts.
- **Leadership.** Strong progression as a leader of technology capabilities across established areas such as business strategy, data and digital platforms, together with recent, hands-on experience leading AI adoption. You will be able to cite strong examples of building, leading and developing cross-functional delivery teams.
- **Technical core skills.** Sound technical knowledge across Microsoft, AWS and Google environments, including Microsoft Fabric and Lakehouse architectures, modern data platforms and generative AI services.
- **Commercial acumen.** Extensive risk management experience and demonstrable commercial acumen, including deal shaping, pricing and contracting, with a clear link between your work and visible business outcomes.
- **Japan market experience.** Experience working with Japanese enterprises and a strong understanding of Japanese business culture, decision-making and relationship-building practices.
- **Language.** Business-level Japanese and English communication skills, with the ability to engage confidently with senior stakeholders in both languages.

Desirable

- **Industry knowledge.** Experience in key Japanese sectors such as manufacturing, insurance or the public sector will also be well regarded.
- **Responsible AI and governance.** Experience establishing AI governance, data governance and responsible AI frameworks in regulated environments.
- **Data commercialisation.** Experience helping organisations commercialise data assets and create new revenue streams.
- **Partner ecosystem.** Established relationships within the Microsoft, AWS and Google partner ecosystems in Japan.

Personal attributes

- Superior communication and interpersonal skills, with very strong emotional intelligence.
- A track record of influencing and coaching senior business stakeholders, ideally to Board level, and adapting style to different audiences and cultural contexts.
- A senior leader who has evolved beyond a purely technical path to take ownership of commercial outcomes and help business leaders lift enterprise maturity and change capability.
- The ability to balance strategic vision with operational delivery, and to translate complex concepts into practical outcomes.
- Collaborative, credible and entrepreneurial, with the confidence to champion innovation and growth while maintaining disciplined governance and risk management.
- An exceptional, A-grade practitioner who can provide first-class references for the quality of previous work.

Key relationships

- **Internal:** Japan Head of Delivery; sales and account leaders; regional and global Business Strategy, Data & AI consulting and practice leaders; delivery, talent and alliance teams.
- **External:** Client C-suite, Board members and business and technology leaders; Microsoft, AWS and other technology partners; industry bodies and the broader Japanese data and AI community.

Success measures

Within the first 12 to 18 months, success in the role will be demonstrated by:

- Achievement of agreed Business Strategy, Data & AI revenue, pipeline and margin targets for the Japan business.
- New client wins and measurable growth in Business Strategy, Data & AI services within existing accounts.
- A clearly defined Business Strategy, Data & AI proposition and go-to-market plan for the Japanese market.
- A recruited, engaged and growing team of Business Strategy, Data & AI specialists.
- Strong client satisfaction, referenceable engagements and visible market profile for the practice.

Consistent delivery quality and effective management of commercial and delivery risk.

Company Description