【外資系金融情報サービス】法人営業｜年収580万円〜+インセンティブ

研修充実・上限のないコミッション制度・年間最大1か月のリモートワークが可能

Job Information

Recruiter
Morgan McKinley

Job ID
1619158

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Entry Level

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

世界有数の投資会社や企業経営層に専門的な情報ソリューションを提供する、外資系金融情報サービス企業での法人営業ポジションです。

投資家と各業界の専門家をつなぎ、顧客の課題解決や重要な意思決定を支援します。

年収580万円〜に加え、成果に応じたインセンティブ制度があり、高収入と早期のキャリアアップを目指せる環境です。

金融業界での実務経験は不問。

研修制度も整っており、新卒・第二新卒の方はもちろん、営業・顧客対応などの経験を活かして金融サービス業界へキャリアチェンジしたい方にもおすすめです。

主な職務内容

- **アカウントマネジメント：** 顧客アカウントの戦略的な管理を通じて、投資対効果（ROI）の最大化を目指す。
- **専門家のリサーチ・選定：** クライアントの具体的な課題や問い合わせに応じ、適切な知見を持つ業界専門家を発掘・確保する。
- **アドバイザリーミーティングの調整：** 投資家と各分野の専門家との面談を企画・調整し、質の高い情報交換を実現する。
- **条件交渉：** 業界の第一線で活躍する専門家と直接交渉し、案件の実施条件を取りまとめる。
- **クライアントリレーション構築：** 信頼できるビジネスパートナーとして、顧客が直面する重要な情報不足や課題の解消を支援する。

Are you an ambitious professional looking to build a career in **client relationship management, financial services, and business development in Tokyo**? Join a globally recognized market intelligence company that connects leading investment firms and corporate decision-makers with specialized industry experts.

As a **Client Relationship Executive**, you will work closely with institutional investors, investment firms, and business leaders to understand their research needs and connect them with relevant industry specialists.

This is a fast-paced, client-facing position combining **account management, consultative sales, expert sourcing, and client services**. You will manage client requests, coordinate expert consultations, and help customers access the information they need to make informed commercial and investment decisions.

The role offers an opportunity to develop valuable skills in **financial services, relationship management, negotiation, and commercial strategy**, supported by structured coaching and clear career development opportunities.

No previous industry experience is required, making this an attractive opportunity for high-performing graduates and early-career professionals seeking to enter the financial services and market intelligence industries.

Key Responsibilities

- **Client Relationship Management:** Build and maintain strong relationships with investment firms and corporate clients, understanding their business objectives and delivering responsive, high-quality client service.
- **Account Management & Client Value:** Develop account management strategies that maximize client satisfaction, engagement, and return on investment (ROI).
- **Industry Expert Sourcing:** Identify, research, and engage qualified industry professionals who can provide specialized insights relevant to client research requirements.
- **Expert Consultation Coordination:** Arrange and manage advisory meetings between investors, corporate decision-makers, and industry specialists, ensuring efficient communication and timely execution.
- **Consultative Sales & Business Development:** Understand client challenges, identify suitable expert solutions, and support commercial opportunities through proactive relationship management.
- **Commercial Negotiation:** Communicate directly with senior industry professionals to negotiate engagement terms, consultation arrangements, and project expectations.
- **Research Request Management:** Manage multiple client inquiries simultaneously, clarify information requirements, and coordinate suitable expert resources under tight deadlines.
- **Customer Success & Problem-Solving:** Act as a trusted client partner, resolving information gaps and ensuring customers receive relevant insights to support business and investment decisions.

Required Skills

必須条件経験・資格：

- 営業、営業事務、営業管理などの関連業務経験、またはそれに準ずる実績
- 優れた学業成績・学歴を有し、ビジネスへの理解力を備えている方
- **※金融業界経験は不問です。新卒・第二新卒、若手社会人の方も歓迎します**

ソフトスキル：

- 電話での高いコミュニケーション能力と、相手を動かす交渉力
- 厳しい目標や納期、プレッシャーの大きい環境下でも成果を追求できる精神的な強さと粘り強さ

語学力：

- **日本語：**ネイティブレベル
- **英語：**ビジネスレベル

歓迎条件

- 電話やメールを通じた顧客対応、新規顧客開拓、ビジネスパーソンとの折衝経験。
- 顧客の要望を的確に把握し、適切な提案や課題解決につなげた経験。
- 将来的にアカウントマネージャー、営業マネージャーや、金融サービス関連職などへのキャリアアップを目指す意欲。

採用企業について
世界的に高い評価を受ける、外資系マーケットインテリジェンス企業。

独自のリサーチ手法と世界各地に広がる専門家ネットワークを活用し、世界有数の企業や経営層に対して、個別のニーズに応じた知見・情報ソリューションを提供しています。

この求人がおすすめの理由

- **魅力的な報酬体系：** 想定年収580万円程度 + 上限のないコミッション制度。成果に応じた収入アップを目指せます。

- **金融の専門知識を習得：** 金融業界未経験からでも、研修や実務を通じて金融・投資の専門知識を身につけられます。
- **早期のキャリアアップ：** 充実した研修・育成制度を通じて、入社後2年以内にマネジメント職や専門性を深めるキャリアへのステップアップを目指せます。
- **柔軟な働き方と充実した休暇制度：** 年間最大1か月のリモートワークが可能。充実した有給休暇制度も整っています。

Required Skills and Qualifications **Experience:**

- **No previous industry experience required**; applications are welcome from motivated graduates and early-career professionals.
- Demonstrated academic achievement or a strong record of performance in sales, commercial support, business administration, or other professional activities.
- Strong interest in **financial services, investment research, market intelligence, account management, or business development**.
- Good commercial awareness and the ability to understand client requirements and business priorities.
- Bachelor's degree or equivalent educational qualification.
- Confidence in conducting professional telephone conversations and engaging with clients or senior industry professionals.

Soft Skills:

- **Excellent communication and interpersonal skills**, particularly in telephone-based client engagement and relationship building.
- Strong persuasion, influencing, and negotiation abilities.
- **Resilience and adaptability**, with the ability to perform effectively under pressure and meet demanding deadlines.
- Proactive and results-oriented mindset, with a strong commitment to client satisfaction.
- Excellent organizational and time management skills to handle multiple client requests simultaneously.
- Strong problem-solving abilities and the confidence to address complex customer requirements.
- Commercial curiosity and an eagerness to learn about different industries, investment strategies, and business challenges.
- Ability to work collaboratively in a fast-paced, performance-driven environment.

Language Requirements:

- **Japanese:** Native level - essential for client relationship management, expert sourcing, telephone negotiations, and communication with Japanese business professionals.
- **English:** Intermediate to Business level - required for communication with international colleagues, global clients, and overseas industry experts.

Preferred Skills & Qualifications

- Previous exposure to **sales, account management, customer success, client services, or business development**.
- Interest in **investment management, private equity, financial markets, consulting, or market research** .
- Experience communicating with clients or business professionals through telephone-based outreach.
- Familiarity with managing customer inquiries, coordinating meetings, or supporting commercial projects.
- Strong academic achievements or evidence of leadership, initiative, and performance in extracurricular activities.
- Interest in developing a long-term career in **financial services, commercial leadership, or strategic client relationship management**.
- Ability to work efficiently in an international environment involving multiple stakeholders and time-sensitive requests.

About the Company
Our client is an **internationally recognized market intelligence and expert network company** providing specialized knowledge solutions to leading investment firms, corporations, and business decision-makers worldwide.

The organization combines proprietary research methodologies with an extensive global network of industry professionals, enabling clients to access relevant expertise and perspectives across diverse sectors.

Through tailored expert consultations and research support, the company helps investment professionals and corporate leaders address information gaps, evaluate market opportunities, and make more informed strategic decisions.

With a strong international presence and a performance-driven commercial environment, the company offers professionals the opportunity to gain exposure to **global financial markets, investment research, business strategy, and senior industry experts**.

Joining this organization provides a foundation for developing commercial expertise while working with sophisticated clients and experienced colleagues.

Why You'll Love Working Here

- **Competitive Compensation:** Annual compensation range of **¥5.5M-¥8M**, with a starting package indicated at approximately **¥5.8M** and an **uncapped commission structure** offering additional earning potential.
- **Accelerated Career Development:** Opportunities to progress into leadership positions or specialized commercial career paths within approximately two years, supported by intensive coaching and professional development.
- **Entry-Level Career Opportunity:** Build a career in financial services and client relationship management without requiring previous industry experience.
- **Exposure to Leading Investment Firms:** Work with institutional investors, investment professionals, and corporate decision-makers, gaining insight into financial markets and commercial strategy.
- **Structured Coaching & Training:** Develop skills in consultative sales, account management, negotiation, and client engagement through ongoing professional support.
- **International Business Environment:** Collaborate with colleagues and industry specialists across global markets while expanding your commercial knowledge.
- **Flexible Working Arrangements:** Benefit from flexible working options, including the opportunity to **work remotely for one month each year**.
- **Generous Paid Leave:** Enjoy paid annual leave that supports work-life balance.

- **Flexible Workplace Culture:** Benefit from workplace arrangements that may include **flexible hours, casual dress, and permission for side business activities**, subject to company policies.
- **Performance-Based Rewards:** Work in an environment where commercial achievements, customer service, and individual contributions are recognized.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。