

[Global Research] Associate, Client Services (Expert Insight

Avg 4.8M-7.2M JPY | 1Mo Remote | Fast Pr

Job Information

Hiring Company
Third Bridge Group Limited.

Job ID
1619501

Industry
Business Consulting

Company Type
Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
4.5 million yen ~ 7.5 million yen

Work Hours
According to company regulations.

Holidays
According to company regulations.

Refreshed
November 5th, 2026 00:00

General Requirements

Career Level
Entry Level

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Manage client projects end-to-end, connecting industry experts with investors and business leaders to deliver critical market insights
- Build strong sales, negotiation, and relationship management skills while gaining early exposure to leading global investment firms

- Accelerate career growth with promotion opportunities to management within two years and a personal development allowance
- Enjoy flexible work options, including Work from Anywhere and flex days, alongside uncapped performance-based bonuses

【Job Responsibilities】

Third Bridge is a leading global research firm established in 2007, with a team of over 1,500 employees worldwide dedicated to **fueling decisions with expert insights**. We accelerate and enhance decision-making for investors and business leaders by unearthing unique expert insights across multiple sectors, geographies, and topics.

For nearly 20 years, we've helped clients access knowledge on demand from experts, in-person and through our Library covering over 65,000 companies.

< What You'll Do >
You'll be at the heart of our business - finding, calling, and engaging industry experts to deliver the insights our clients need, often under **extremely tight deadlines.** Expect to spend much of your day on the phone, persuading specialists to share their expertise and securing their time for client calls.

Day to day, you'll:

- **Own projects end-to-end**, truly understanding the specific client needs and scheduling high-calibre expert calls.
- **Cold call** and engage experts across industries, overcoming objections and winning buy-in
- Work at speed, managing **multiple projects and clients** at once
- **Learn fast**, gaining broad knowledge of markets, business models, and regulations
- **Cross-Sell** the full range of Third Bridge services including content library, surveys, advisory, as well as 1-1 calls.

< What You'll Gain >

- **Commercial edge:** Sales, negotiation, relationship-building skills and the opportunity to develop leadership skills very early in your career
- **Client exposure:** Work with leading private equity firms, hedge funds, and consultancies
- **Clear progression:** Every manager started in the Associate role; promotion possible within 2 years
- Annual **Personal Development Allowance** to invest in your growth

■Why Join Us?
We're offering more than a role - we're offering a **career launchpad**. As a Client Services Associate, you'll develop the **commercial awareness** and **business acumen** that open doors to long-term careers in **sales, account management, leadership**, research and so much more. We **promote from within**, and our top performers move into management in as little as two years.

【Employment Type】
Permanent employee

【Salary】
Average annual salary of 4.8M to 7.2M JPY
(including +20% uncapped bonus, which increases upon performance)

【Working Hours】
In accordance with company regulations

【Work Location】
Tokyo, Japan

【Holidays & Leave】

- **15 days** (which increases to 20 days after 2 years of service)

【Benefits & Welfare】

- **Learning**: personal development allowance, **which** can be used for any learning programs you feel would be beneficial for you
- **Flexibility**: flexible work options, such as Work from Anywhere program and flex days, offered at the company's discretion and subject to annual review.
- **Equipment**: Apple Macbook, monthly Phone Allowance plus employee reimbursement for Commuting Allowance.

Required Skills

【Ideal Candidate Profile】
You're **intellectually strong**, you're **ambitious**, have **leadership** or **extracurricularexperience**, and have shown grit through internships, work experience, or other achievements.

You'll thrive if you:

- Love a **fast-paced, target-driven** environment
- Have the **confidence to pick up the phone** and start conversations with anyone
- Are naturally curious, quick to learn and love to **solve complex problems**
- Build rapport fast and think on your feet

- Are resilient and motivated to **exceed goals**

※Would you like to learn more about our Associate position? Take our free virtual job simulation and learn what it is like to work in this role.

Third Bridge values your trust and is committed to the responsible management, use, and protection of personal information. By submitting a Third Bridge job application, I hereby provide Third Bridge (including Third Bridge's affiliates and relevant third-party suppliers) with my consent to collect, store and process my personal information for the purpose of recruitment administration, as well as to share such personal information with third parties for the same purpose, in accordance with the **Candidate Privacy Notice.**

We know that to be truly innovative, we need to have a diverse team around us. That is why Third Bridge is committed to creating an inclusive environment and is proud to be an equal opportunity employer. If you are not 100% sure if you are right for the role, please apply anyway, and we will be happy to consider your application.

Company Description