【大手ITグループ】AIプロダクト導入PM・BA（派遣）｜英語力を活かす

大手IT企業で自社AIプロダクトの導入推進・収益化を担うPM/BA募集

Job Information

Recruiter
Morgan McKinley

Job ID
1621000

Industry
Bank, Trust Bank

Job Type
Contract

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 2nd, 2026 12:15

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

国内最大級の会員基盤を持つ大手インターネットグループのデータ＆AI推進部門にて、自社開発のAI・ソフトウェアプロダクトの導入推進および収益化を牽引するプロジェクトマネージャー（PM/BA）を募集します。初期提案からPoC推進、有償化交渉、導入後のリテンションまでエンドツーエンドでクライアントリレーションを担当します。プロダクトマネージャーやエンジニアと密に連携し、クライアントの潜在ニーズをプロダクト改善やビジネス成果へと結びつける重要なポジションです。v

主な職務内容

- 自社AI・ソフトウェアプロダクトの初期提案から機能改善提案、有償契約交渉に至るクライアントリレーションをエンドツーエンドで牽引します。
- クライアントとともにKPIを設定し、目標成果の達成に向けたPoC（概念実証）の実行を推進します。
- クライアントのニーズを吸い上げ、プロダクトマネージャーや開発エンジニアと連携してプロダクトの改善・機能強化を推進します。

- 導入後もクライアントとの良好な関係を維持し、継続的なプロダクト利用と定着を促進します。

Are you an experienced **Project Manager (PM)** or **Business Analyst (BA)** looking to advance your career in AI, product implementation, and digital transformation?

Join one of Japan's leading internet services groups and help bring innovative AI-powered products to market.

As part of the **Data & AI division**, you will manage client engagements from solution proposals and Proof of Concept (PoC) initiatives to commercial negotiations, paid implementation, and long-term customer success.

Working closely with product managers, software engineers, and business stakeholders, you will translate client needs into actionable product improvements and measurable business outcomes.

This role is ideal for professionals with experience in IT project management, business analysis, solution consulting, or technology implementation who want to **contribute to AI innovation in a bilingual Japanese-English environment.**

Key Responsibilities

- **AI Product Implementation:** Manage client engagements from initial proposals and solution recommendations through implementation and adoption.
- **PoC Management:** Define project objectives and KPIs with clients, oversee PoC initiatives, and evaluate business outcomes.
- **Business Analysis:** Conduct client interviews, identify business challenges, and translate requirements into actionable product improvements.
- **Cross-Functional Project Coordination:** Align product, engineering, and business teams on client needs, development priorities, and commercial objectives.
- **Product Commercialisation:** Support the transition from PoC to paid contracts through solution proposals, negotiations, and value communication.
- **Client Relationship Management:** Build strong client relationships throughout the engagement, from initial discussions to post-implementation support.
- **Customer Adoption and Retention:** Encourage continued product use, identify improvement opportunities, and strengthen long-term customer satisfaction.
- **Data-Driven Improvement:** Use customer feedback, performance metrics, and analytical insights to improve product value and business results.

Required Skills

必須条件 経験・資格：

- クライアント対面でのニーズヒアリング、ソリューション提案、および契約交渉の実務経験があること。
- 初期提案から契約締結に至る一連のクライアントリレーションを主導した経験があること。
- 複雑なビジネス課題に対する高度なExcel分析および提案用PowerPoint資料の作成スキルがあること。
- ビジネスレベルの日本語力および英語力（TOEIC 800点相当以上）を有すること。

ソフトスキル：
- 論理的思考力、批判的思考力、および仮説思考に基づいた優れた問題解決能力を有すること。
- 曖昧さや変化の多い環境下でも主体的に成果を追求できるオーナーシップと起業家精神を有すること。
- 周囲を巻き込みながら自律的にプロジェクトを前進させるリーダーシップと対人影響力を発揮できること。

語学力：
- 日本語：ビジネスレベル以上
- 英語：ビジネスレベル以上

歓迎条件
- プロダクト開発プロジェクトや、ビジネス部門とエンジニア部門の橋渡しを担うクロスファンクショナルな推進経験
- データ分析またはデータサイエンスの実務経験（プロトタイプ設計に向けた簡易モデル構築やデータ分析の経験）
- デジタル広告運用またはCRMマーケティングにおけるPoCの設計・提案・効果検証の実務経験

採用企業について
Eコマース、フィンテック、通信、デジタルコンテンツなど多岐にわたるサービスを展開し、国内最大級の会員基盤と強固なエコシステムを誇る大手総合インターネットサービスグループです。データドリブンな企業文化を強みとし、最先端のデータ基盤やAI技術を活用した新規ソリューションの創出およびグループ内外への展開を積極的に推進しています。

この求人がおすすめの理由
- 国内最大級のビッグデータと最先端AI技術を駆使した自社プロダクトの事業化・普及に直接携わることができます。
- 提案からPoC、有償化、プロダクト改善まで一貫して関わることで、事業開発・PMとしての高い市場価値を築けます。
- グローバルで多様性に富んだ開発組織と協働しながら、日常的に英語力を活かしてグローバルに活躍できる環境です。
- 長期就業を前提とした安定した契約更新体制が整っており、腰を据えてプロジェクトに取り組めます。
- カフェテリア完備など充実したアメニティが整った最新鋭のオフィス環境で快適に業務を進められます。

Required Skills and Qualifications

Experience:

- At least **3 years** of relevant experience in **client-facing project management, business analysis, solution consulting, product implementation**, or a related field.
- Experience conducting client interviews, gathering requirements, presenting solutions, and participating in commercial negotiations.
- Ability to manage client engagements from initial proposals and stakeholder discussions through contract execution.
- Advanced Microsoft **Excel** skills for data analysis, complex problem-solving, and evidence-based recommendations.
- Strong Microsoft PowerPoint skills for preparing client proposals, business presentations, and strategic recommendations.
- Ability to structure complex business requirements and communicate findings clearly to clients and internal stakeholders.

Soft Skills:

- Strong logical, critical, and hypothesis-driven thinking, with excellent analytical and problem-solving skills.
- A **proactive, entrepreneurial** mindset with the ability to take ownership and deliver results independently.
- Strong leadership and **stakeholder management** skills, with the ability to influence others and drive projects forward.
- Excellent communication and relationship-building skills across client-facing and technical teams.
- Adaptability, initiative, and a results-oriented approach in a changing business environment.

Language Requirements:

- **Japanese:** Business-level proficiency for client communication, requirements gathering, solution presentations, and contract negotiations.
- **English:** Business-level proficiency, equivalent to **TOEIC 800 or above**, for collaboration with international development teams and cross-functional stakeholders.

Preferred Skills & Qualifications

- **Product Development & Project Management:** Experience managing software development projects or coordinating initiatives across business and engineering teams.
- **Cross-Functional Collaboration:** Experience bridging business stakeholders, product managers, and technical teams.
- **Data Analytics & Data Science:** Practical experience in data analysis, basic statistical modelling, or analytical model development for prototypes.
- **Digital Advertising & CRM Marketing:** Experience planning, proposing, implementing, or evaluating PoC initiatives in digital advertising or customer relationship management (CRM).
- **AI Product Commercialisation:** Familiarity with translating customer requirements and PoC results into commercially viable software solutions.
- **Academic Background:** A bachelor's degree or equivalent educational background is preferred.

About the Company

Our client is one of **Japan's leading integrated internet services groups**, with businesses spanning e-commerce, fintech, telecommunications, and digital content.

With an extensive membership base and substantial data resources, the group has built a strong data-driven culture and continues to invest in advanced technologies and digital innovation.

Its **Data & AI division** develops and commercialises solutions powered by AI, analytics, and sophisticated data infrastructure.

These solutions are deployed across group businesses and external client organisations, helping turn advanced technology into measurable business value.

You will work alongside product managers, engineers, and international development specialists in a collaborative environment focused on innovation, product improvement, and sustainable growth.

Why You'll Love Working Here

- **Cutting-Edge AI and Big Data:** Work with one of Japan's largest data ecosystems and contribute directly to the implementation and commercialisation of innovative AI-powered products.
- **End-to-End Project Exposure:** Gain experience across the complete product adoption lifecycle, from initial proposals and PoC management to paid contracts, product improvements, and customer retention.
- **Career Development:** Strengthen your expertise in AI product management, business analysis, IT project management, and commercial strategy.
- **Global Collaboration:** Work with an internationally diverse development organisation and use your Japanese and English communication skills in daily business activities.
- **Flexible Working Arrangements:** Benefit from remote work and work-from-home options, a casual dress code, and a working environment with minimal overtime.
- **Long-Term Contract Opportunities:** Join a project environment designed for long-term engagement, supported by an established contract renewal framework.
- **Modern Office Environment:** Enjoy a well-equipped workplace with amenities including an on-site cafeteria.
- **Meaningful Business Impact:** Help transform client needs into successful AI solutions while contributing to product adoption, revenue generation, and business growth.

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。