【日系投資銀行】株式ビジネスマネージャー（VP）

世界有数の外資系投資銀行との大型戦略的提携プロジェクトに参画

Job Information

Recruiter
Morgan McKinley

Job ID
1621966

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 3 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

日系大手投資銀行にて、**株式ビジネスの事業運営・戦略推進**を担うVPクラスのポジションです。

世界有数の**外資系投資銀行との大型戦略的提携プロジェクト**に参画し、**APAC**地域の株式ビジネスの成長や事業変革をリードします。

経営幹部と直接連携し、事業戦略、収益管理、業務改革など、経営に近い立ち位置で幅広く力を発揮できます。

投資銀行、株式市場、事業企画・戦略などの経験を活かし、シニアアソシエイト / VPからさらなるキャリアアップを目指したい方におすすめです。

想定年収：1,400万円〜1,700万円

主な職務内容

- 本ポジションは、従来のビジネスマネジメント業務に加え、世界有数の投資銀行との大型戦略的提携プロジェクトを支える、事業運営・戦略推進の重要な役割です。
- 株式ビジネス全体の成長、業務効率化、組織・業務統合を推進するため、フロント部門の責任者、COOチーム、グローバルの関連部門と密接に連携します。
- **経営戦略の実行支援：** シニアマネジメントのパートナーとして、現物株式、株式デリバティブ、資本市場ビジネスにおける事業戦略を具体的な実行計画に落とし込む。
- **戦略的提携の運営管理：** 新たに設立された提携事業におけるガバナンス、部門間調整、収益管理、業務プロセスを支援する。
- **事業計画・収益管理：** 事業計画、予算策定、収益予測、コスト管理、KPI管理を主導し、経営判断に役立つ分析・提言を行う。
- **リスク・コンプライアンス管理：** リスク管理、コンプライアンス、法務、オペレーション部門と連携し、適切なガバナンスと規制対応、リスク管理体制を確保する。
- **事業変革・プロジェクト推進：** 株式ビジネス全体における業務改革、プラットフォームの機能強化、規制対応プロジェクトを主導する。

Are you an experienced **Equities Business Manager, Investment Banking Strategy Professional, or Front Office COO Specialist** looking to advance your career within a leading global investment bank in Tokyo?

An exceptional opportunity has arisen for a highly analytical and commercially focused **Equities Business Manager - Vice President (VP)** to join the Equities division of a prestigious international investment bank.

This position combines **equities business management, strategic planning, financial performance analysis, and business transformation**, offering direct exposure to senior leadership and a major international investment banking partnership.

You will serve as a strategic and operational bridge between **Equities Front Office leadership, COO teams, and global infrastructure functions**, supporting business growth, operational efficiency, and the successful integration of a newly established partnership with a leading international investment banking institution.

Working across **Cash Equities, Equity Derivatives, and Equity Capital Markets (ECM)** , you will help translate commercial strategies into actionable business plans while overseeing financial performance, governance, operational processes, and regulatory initiatives.

A key feature of this position is the opportunity to contribute to a **high-profile equities business transformation and strategic partnership project in Asia-Pacific**, providing exceptional visibility to executive management.

This role is ideal for professionals with experience in **investment banking business management, equities strategy, COO functions, financial markets operations, or business transformation** who are ready to take ownership of strategic initiatives at the Vice President level.

Key Responsibilities

- **Equities Business Management:** Support the strategic and operational management of the Equities division, working closely with front-office business heads and COO teams to drive business performance and operational effectiveness.
- **Strategic Business Advisory:** Act as a trusted advisor to senior management, translating commercial strategies into practical execution plans across **Cash Equities, Equity Derivatives, and Equity Capital Markets** .
- **Strategic Partnership Management:** Support the implementation and ongoing development of a major international investment banking partnership, ensuring effective coordination across business entities and operational functions.
- **Business Transformation & Integration:** Contribute to a high-profile equities platform transformation initiative, supporting business integration, process alignment, and operational readiness.
- **Business Planning & Budget Management:** Lead business planning, budgeting, and financial forecasting activities to support strategic decision-making and commercial objectives.
- **Revenue Forecasting & Performance Analysis:** Monitor business revenues, analyze financial performance, and provide actionable insights to senior management.
- **Cost Management & Financial Efficiency:** Oversee cost analysis and expense management initiatives, identifying opportunities to improve profitability and operational efficiency.
- **KPI Monitoring & Management Reporting:** Develop and track key performance indicators, preparing management reports and presentations that support informed business decisions.
- **Governance & Cross-Entity Coordination:** Support governance frameworks, stakeholder alignment, and operational workflows associated with the strategic partnership and broader equities business.
- **Risk Management & Regulatory Compliance:** Collaborate with **Risk, Compliance, Legal, and Operations** teams to maintain effective governance, regulatory compliance, and internal controls.
- **Business Change & Platform Enhancement:** Lead or coordinate business change initiatives, technology platform improvements, and operational process enhancements across equities business lines.
- **Regulatory Implementation Projects:** Support the implementation of regulatory changes and related business requirements within the equities platform.
- **Senior Stakeholder Management:** Build strong relationships with front-office leadership, global infrastructure teams, and senior executives to ensure effective execution of strategic priorities.
- **Cross-Functional Collaboration:** Coordinate across regional and global teams to support business growth, operational consistency, and successful delivery of strategic projects.

Required Skills

必須条件 経験・資格：

- グローバルな金融機関における**投資銀行業務**、**株式市場関連業務**、**経営企画**、オペレーション、ビジネスマネジメント、または**COO関連業務**の実務経験5年以上
- 国際的な投資銀行における事業管理やオペレーションの仕組みに関する理解
- 財務モデリングや定量分析の知識
- 大学卒業以上、または同等の学歴・資格

ソフトスキル：
- プレゼンテーション能力
- 戦略的思考力と分析・問題解決能力
- 複数部門のシニアステークホルダーを巻き込み、合意形成を推進する能力

語学力：
- **日本語：** ネイティブレベル
- **英語：** ビジネスレベル以上

歓迎条件
- 現物株式、株式デリバティブ、株式資本市場（ECM）などの商品知識
- フロントからバックオフィスまでの取引業務に関する実務知識

採用企業について
大手日系投資銀行。

詳細はお問い合わせください。

この求人がおすすめの理由
- **日系大手投資銀行の本社勤務：** 大手金融機関の中核部門で、重要な事業運営に携われます。
- **経営に近いポジション：** シニアマネジメントと直接連携し、経営視点で事業戦略の実行を推進できます。
- **大型戦略的提携への参画：** APAC地域における重要な株式ビジネス提携の立ち上げ・発展を主導できます。
- **事業変革をリード：** 大規模な事業変革や業務改善プロジェクトを主体的に推進できます。
- **幅広いビジネス経験：** 現物株式、株式デリバティブ、資本市場など、幅広い株式ビジネスに携われます。
- **高水準の給与待遇：** 年収1,400万円〜1,700万円。経験・スキルに応じて相談可能です。
- **柔軟な働き方ができる：**リモートワーク可・フレックスタイム制あり。

Required Skills and Qualifications**Experience:**
- **5+ years of professional experience** in **investment banking, equity markets, business strategy, operations, or business management / COO functions** within a global financial institution.
- Strong understanding of financial services business management and the operational requirements of an international investment banking environment.
- Experience supporting strategic business initiatives, operational improvements, or cross-functional projects within financial services.
- Knowledge of **financial modeling, quantitative analysis, budgeting, financial forecasting, or business performance reporting**.
- Ability to analyze commercial and financial information and translate findings into actionable recommendations.
- Strong presentation skills and experience communicating business insights to senior stakeholders.
- Ability to influence stakeholders across different business units and coordinate effectively with regional and global teams.
- Understanding of the importance of governance, regulatory compliance, and risk management within investment banking operations.

Soft Skills:
- Strong **strategic thinking and analytical problem-solving skills**, with the ability to evaluate complex business challenges and develop practical solutions.
- Excellent communication, presentation, and stakeholder management capabilities.
- Ability to build trusted relationships with **front-office business leaders, COO teams, and senior management**.
- Strong commercial awareness and an understanding of how business strategy translates into operational execution.
- Proactive and results-oriented approach to managing business priorities and strategic initiatives.
- High level of ownership, accountability, and attention to detail.
- Ability to manage multiple workstreams and deliver projects in a fast-paced investment banking environment.
- Collaborative mindset and ability to work effectively across different functions, business entities, and international teams.
- Strong influencing and negotiation skills when coordinating stakeholders with different business priorities.
- Adaptability and resilience when supporting organizational change and complex business transformation initiatives.

Language Requirements:
- **Japanese:** Native-level or fluent bilingual proficiency for communication with domestic stakeholders, business leaders, and local management teams.
- **English:** Business-level proficiency or above for collaboration with global investment banking teams, international stakeholders, and regional management.
- **Bilingual Japanese-English communication skills are required** to navigate complex regional and global stakeholder relationships.

Preferred Skills & Qualifications
- Strong working knowledge of **Cash Equities, Equity Derivatives, and Equity Capital Markets (ECM)**.
- Understanding of **front-to-back equities trading operations**, including the interaction between front-office trading activities and supporting infrastructure functions.
- Experience in **Equities Business Management, Front Office COO, or Investment Banking Strategy** roles.
- Exposure to strategic partnerships, business integration, or cross-entity transformation projects within financial services.
- Experience supporting revenue analysis, financial planning, cost management, or KPI reporting within an investment banking business.
- Familiarity with business governance, operational risk controls, and regulatory implementation projects.
- Experience collaborating with senior investment banking executives and global infrastructure teams.

- Background in business change management, operational transformation, or financial markets platform enhancement initiatives.
- Experience working in an international investment bank with exposure to **Japan and Asia-Pacific financial markets** .
- A bachelor's degree or equivalent academic qualification.

About the Company
Our client is a **leading global investment bank in Japan** , providing sophisticated financial services and capital markets solutions to institutional and corporate clients.

The organization operates within international financial markets, with business activities spanning **equities, derivatives, capital markets, and investment banking services**.

Its Equities division works closely with front-office trading teams, business management professionals, COO functions, and global infrastructure departments to support commercial growth, operational excellence, and effective risk management.

The firm is currently involved in a significant **strategic partnership with a leading international investment banking institution**, creating opportunities to enhance its equities platform and strengthen business capabilities across the Asia-Pacific region.

This initiative requires close collaboration across business entities, regional leadership teams, and global support functions to ensure effective integration, governance, and operational performance.

The organization provides an international working environment where professionals can contribute to high-impact business initiatives while developing expertise in **investment banking strategy, equities business management, financial performance analysis, and business transformation**.

For experienced financial services professionals seeking greater strategic responsibility, the company offers exposure to senior leadership and opportunities to influence important business developments within a global investment banking platform.

Why You'll Love Working Here
- **Competitive Compensation:** Earn **¥14 million-¥17 million annually** in a permanent Vice President-level investment banking position in Tokyo.
- **Prestigious Global Investment Bank:** Join a leading international financial institution with an established presence in Japan.
- **Vice President-Level Responsibility:** Take ownership of strategic and operational initiatives within a major Equities business.
- **High-Profile Strategic Partnership:** Contribute to a significant international investment banking partnership and help shape the future of the equities platform in Asia-Pacific.
- **Executive Leadership Exposure:** Work directly with senior business leaders, front-office heads, COO teams, and global management.
- **Strategic Business Transformation:** Play an important role in business integration, operational improvement, and platform enhancement initiatives.
- **Broad Equities Market Exposure:** Gain experience across **Cash Equities, Equity Derivatives, and Equity Capital Markets**.
- **Commercial & Financial Management:** Strengthen your expertise in **business planning, budgeting, revenue forecasting, cost management, and KPI analysis**.
- **International Collaboration:** Partner with regional and global teams across investment banking, operations, risk, compliance, and legal functions.
- **High-Impact Business Advisory:** Influence strategic decision-making by delivering commercial insights and practical recommendations to senior stakeholders.
- **Career Advancement:** Develop your career in **Equities Business Management, Front Office COO, Investment Banking Strategy, or senior financial services leadership**.
- **Remote Work & WFH:** Benefit from work-from-home and remote working arrangements, subject to company policies and business requirements.
- **Flexible Working Hours:** Enjoy access to a **flextime system** that supports flexibility in managing your work schedule.
- **Casual Dress Code:** Work in a professional environment that permits casual clothing.

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。