



Blockchain Business Consultant

[New] Our Global Client is looking for

募集職種

人材紹介会社

ACS Japan

求人ID

1280495

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2024年05月10日 02:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Job Duties

- Understanding Blockchain solution and working with different industry clients to create long term Blockchain business strategy.
- Lead Blockchain Business and other emerging technology initiatives and their strategic development, including proofs-of-concept, investment and new initiatives.
- Form partnerships with large enterprises with established blockchain use cases ie Japanese mega banks, supply chain & quality management, energy, healthcare etc.
- Collaborate with the local and international development teams to build state-of-the-art products.
- Shape the Blockchain value proposition in the blockchain space and negotiate scope and deliverables with C level partners'

Qualifications

- A background in technical sales and presales of enterprise software solutions.
- Strong experience in technology business consulting and blockchain solutions sales on different platforms like Ethereum, Quorum, Hyperledger is a plus.
- Proven track record in building out consulting practices in line with rapidly. Changing Customer Demand.
- Strong User And Market Research Skills.
- Ability To Organize Multiple Stakeholders Toward A Common Goal.
- Strong Understanding Of The Blockchain Market.
- Knowledge Of Regulatory And Compliance Issues Is A Plus.
- Should Have Learning Mindset, Information Seeking and data-driven, ability to explain complex ideas simply
- Strong project management and / or organizational skills with good working knowledge of agile development processes and roles
- Japanese : Native or JLPT N1 level
- English : Business

会社説明

ACS Japan is a Tokyo based executive search company delivering recruitment services that reflect the core values and needs of the business world today. Our team of professional and experienced recruiters are committed to providing the highest standards of service to both clients and candidates.

ACS Japan's commitment is to personalize individual service to both clients and candidates. We are strongly networked with industry professionals who seek and value success. As the experts of full range human capital services, we specialize in offering consulting and introductions through our networks. One of our main strength is exclusivity to our clients, and speed to our candidates.

We specialize in understanding the individual needs of each company and place top to middle management executives, IT professionals, and hard-to-find specialist qualified candidates. We build and maintain close partnerships with clients to fully understand their business, products, organization in addition to their internal company culture.

ACS Japan has been in Japan market for over 10 years, and has developed deep relationships with fortune 500 companies, smaller to Enterprise and Japanese to Global Clients. At ACS Japan we can help you finding jobs within following domains;

Enterprise Users Companies:

Marketing, Internal IT and Finance related opportunities within Pharmaceutical, Insurance, Banks & Financial Institutions, Consumer retail companies and e-commerce

Vendor Companies:

Sales, Marketing, Internal IT and Finance related opportunities within Enterprise Software, hardware, Security and Gaming Companies

Consulting or Sler Companies:

Sales, Marketing, Internal IT and Finance related opportunities within Big 4s, Indian, European and American Consulting companies including some local big Slers.