



Client Protection Associate (Hong Kong - Japanese Speaker)

Regional exposure; visa sponsorship

募集職種

採用企業名

AlphaSights

支社・支店

AlphaSights - Hong Kong Office

求人ID

1424958

業種

ビジネスコンサルティング

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 多数

雇用形態

正社員

勤務地

香港

給与

500万円 ~ 700万円

更新日

2024年05月13日 03:00

応募必要条件

職務経験

1年以上

キャリアレベル

新卒・未経験者レベル

英語レベル

ビジネス会話レベル (英語使用比率: 75%程度)

日本語レベル

ネイティブ

その他言語

韓国語 - ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Client Protection Associate (Hong Kong – Japanese/Korean Speaker)

About AlphaSights

AlphaSights provides global investment and business professionals with on-demand access to the knowledge they need across all industries and geographies. AlphaSights connects decision-makers from investment management, private equity, management consulting, and corporations with a dynamic network of industry experts who provide qualitative and quantitative market insights, industry expertise, and execution support so our clients can make more informed decisions. Leveraging cutting-edge technology and our global team of 1000+ professionals in nine global offices, we support our clients 24/7 around the world. AlphaSights regularly ranks as one of the fastest-growing companies in the world.

Diversity, Equity & Inclusion

At AlphaSights, we believe that investing in DEI is the right thing to do and is vital to driving progress. We go the extra mile to build teams of people with diverse backgrounds and experiences, because diversity of thought drives innovation and knowledge diffusion which creates value for our clients, employees, and society.

We are a people-centric company, where every person is evaluated based on their merit. Our action plan is clear: recruit top talent based on our core values, invest massively in people's development, and follow a structured DEI strategy so that everyone is always treated equitably and with respect.

Client Protection is a dynamic and autonomous function designed to help our clients use our services and access knowledge safely. Our team reports directly into the General Counsel of AlphaSights and partners closely with our world-class Legal team. We have a wide remit and visibility, operating cross-functionally on a variety of levels within the business and with our clients.

This is an exciting opportunity for meticulous team players with a background in operations, law, or risk management looking to transition into a high-growth commercial environment.

Client Protection Associate Responsibilities

What do you want your career to look like? Are you looking for an introduction to the worlds of risk management, law and business and exposure to a wide variety of clients and industries? A role offering autonomy, high responsibility and personal impact from day 1? A clear path towards a manager role where you can lead your own team, partner with senior stakeholders globally, make decisions with global impact and manage client relationships?

If this resonates with you, read on.

AlphaSights is composed of ambitious professionals committed to accelerating progress for our clients and helping them make more informed decisions. As a Client Protection Associate, you will be joining a high-performing global team that works closely with our core service delivery teams to ensure our clients are always served to the highest compliance standards while enabling AlphaSights' fast-growing commercial success. You will monitor client requests, develop and implement new policies and compliance products, anticipate possible business roadblocks, train our employees, and provide guidance and advice to our delivery teams on a daily basis. You'll need to think quickly and critically, have meticulous attention to detail, and strong verbal and written communication.

You'll be working on several short term and long term requests at once, you'll quickly develop effective communication, prioritization and project and client management skills.

On a day-to-day basis, you will:

- Monitor active projects to flag and mitigate potential risks
- Provide guidance to delivery teams on the projects they are working on
- Work with the rest of your regional and global team on long-term projects to anticipate, develop and set cutting edge industry standards in this rapidly growing sector.
- Collaborate with key internal stakeholders globally to drive progress, behavioral and procedural enhancements
- Design and implement global operational policies and processes that protect our clients
- Create and deliver tailored in-person and e-learning trainings to our delivery teams

This is a fast-paced, cross-functional role with a clear focus on problem solving, attention to detail, creative thinking, innovation and results. Client Protection Associates who succeed at AlphaSights often embark on successful careers in compliance, risk or operational leadership.

What We Look For

AlphaSights welcomes candidates with different backgrounds and experiences. Here are some qualities that many of our successful applicants possess:

- The drive and resilience to deliver excellent service amidst tight timelines and changing circumstances
- Career maturity and alignment – clarity of direction, commitment to getting there and awareness of how Client Protection at AlphaSights fits with your journey

- People-oriented, emotionally intelligent team player – ability to de-escalate situations patiently and calmly, yet quickly and effectively
- Strong communication skills – ability to communicate complex topics clearly and effectively both in writing and in person
- Critical thinkers – comfortable assessing complex situations and making nuanced decisions based on policies and processes.

AlphaSights is an equal opportunity employer.

Please note that unfortunately, we are unable to sponsor visas for this position.

スキル・資格

- Bachelor's degree, with strong academic credentials in any field and noteworthy extracurricular leadership
- 1+ years of work experience; preferred in related fields such as law, risk management, consulting, operations or compliance. Recent graduates with high potential are also welcomed
- Fluency in written and spoken English is essential. Fluency in a relevant foreign language is a plus
- Fluency in English and Japanese/Korean is required
- You will be based in the Hong Kong office, with future opportunities to relocate to Japan/Korea depending on business needs
- Work visa will be sponsored by the company if required

Technical skills:

- Proficiency in Excel, PowerPoint and Word
- Proficiency in SQL is a strong plus
- Experience with multiple reporting mediums (e.g., Tableau, Periscope, etc.) is a plus

会社説明

AlphaSights is at the forefront of a sophisticated, competitive industry. To remain a leader, all of our people need to deliver excellence every single day.

That's why we're committed to hiring and developing people who will thrive in our fast-paced, results-driven environment. Here, everyone contributes to building our business.

• Client Services

As our revenue engine, the Client Service team connects our clients to experts. They're "always on," handling client requests and changing needs.

At the entry level, you'll take briefs, research sectors, identify and assess experts, and connect them to clients. Over time, you'll manage a team, grow accounts, and run your own book of business.

• Specialist Functions

We're continuously improving our organization and the products and services we provide clients.

Our specialist functions lead the charge on global teams including Client Protection, Finance, Communications and Marketing, Professional Development and HR, and Operations.

Our Culture

• Living The Mission

We're in this business to execute a big, future-proof mission: to help professionals succeed by connecting them to the knowledge they need to make the best decisions.

Whether we connect a leading investor to specific expertise in a faraway market, help a corporation understand a new continent, or work with a social entrepreneur through Knowledge for Good, our social impact business unit, we believe access to knowledge drives human progress.

• High Energy

AlphaSights has a distinctly "always-on," dynamic feel to it. We thrive off each other's energy. If you walk around one of our offices, you'll feel the buzz.

The lively atmosphere comes from our commercial focus, the pace of our work, and the type of people who flourish here.

• Continuous Improvement

We strongly believe that a universal commitment to incremental improvements—rather than any top-down, silver bullet strategy—makes a company great. At AlphaSights, everyone shares this responsibility.

From devising new ways to better serve clients to growing the firm and embracing difficult questions, continued progress demands that everyone bravely challenge the status quo.

• Mutual Respect

We look for well defined character traits, but we embrace that people from many backgrounds, cultures, and nationalities possess them. We have former teachers, lawyers, servicemen and women, entrepreneurs, bankers, and consultants.

Our people enjoy hanging out together and know each other well enough to navigate the highs and the lows as a team.

• Celebrating Success

At AlphaSights we're proud of our healthy streak of competitiveness and make a point of celebrating our successes. Whether it's our annual office retreats, a last minute team outing, or a well-earned drink after work, celebrations here are never too far away.

【AlphaSightsについて】

AlphaSightsは、複雑で競争の激しい業界の最前線にいます。業界リーダーであり続けるために、当社の全社員は、毎日毎日、最高の業務を提供する必要があります。だからこそ、ペースの速い、結果が求められる環境で成功する人を雇用し、育成することに注力しているのです。ここでは、全員が当社の事業の構築に貢献しています。

• クライアントサービス部門

当社の収益の原動力として、クライアントサービスチームは、クライアントとエキスパートとの橋渡しをします。彼らは「常時対応」し、クライアントの要求と変化するニーズに対応しています。エントリーレベルでは、要約作成、業界調査、エキスパートの確認と査定、エキスパートとクライアントの橋渡しを行います。時間とともに、チームの管理、顧客開拓、自分自身の顧客管理を行うようになります。

• スペシャリスト部門

当社は、クライアントに提供する製品、サービス、および自社の組織を常に改善しています。スペシャリスト部門は、クライアント保護、財務、コミュニケーション、マーケティング、能力開発、人事、業務などのグローバルチームの先頭に立って牽引しています。

【当社の文化】

• ミッションの実践

当社では、世界のトッププロフェッショナルを世界最高の知識と結びつけるという使命を遂行するために、この事業に携わっています。有数の投資家を相手に他国の市場の理解を促す為に特定の専門知識につなげたり、企業がまだ進出していない国について理解したりなど、社会的影響を与えることを目指す当社のナレッジ・フォー・グッド (Knowledge for Good) 部門を通じて社会起業家と協力したりしあらゆる形で知識へのアクセスをサポートすることで人類の進歩につながると当社は考えています。

• みなぎる活力

AlphaSightsは、スイッチがいつも「オン」のエネルギッシュな企業であり、お互いの能力をいつも高め合っています。当社のオフィスを歩いてみればきっとそのエネルギーを感じるはずです。活気のある雰囲気は、ビジネスへの焦点と仕事のペース、そしてここで活躍する人々すべてから伝わってきます。

• 継続的改善

当社では、上から指示されるトップダウンの特効薬的な解決策ではなく、漸進的な改善へのコミットメントにより素晴らしい企業が生まれると確信しています。AlphaSightsでは、全員がこの責任を共有しています。クライアントへのサービスを改善する新しい方法の考案から当社の成長、そして難題への積極的な取り組みまで、継続的に進歩するには、全員が勇気を持って現状に挑戦することが必要です。

• 相互の尊重

当社が人材に求める資質は明確に定義されている一方で、そうした資質は経歴や文化、国籍で断定いたしません。当社スタッフの前職は、教師、弁護士、軍人、起業家、銀行家、コンサルタントなど様々です。スタッフは一緒に時間を過ごして互いを理解し合い、チームとして一緒に成功を分かち合い、逆境を共に乗り越えています。

• 成功を祝う

AlphaSightsでは健全な競争意識を尊重し、成功を祝うことは大切だと考えます。毎年行われる社員旅行やその場で決めるチームの集まり、あるいは充実した仕事の後の飲み会など、成功を祝う行事が頻繁に行われます。