



Japan Country Manager

外資系BPOサービス企業の日本法人代表ポジション

募集職種

採用企業名

ドレイク・ビジネス・サービシズ・ジャパン株式会社

求人ID

1539946

業種

人材派遣・アウトソーシング

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区, 港区

給与

1500万円 ~ 2000万円

更新日

2025年07月07日 01:00

応募必要条件

職務経験

6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

ネイティブ

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

POSITION: Japan Country Manager

REPORTS TO: Chief Executive

DIRECT REPORTS:

- Human Resource Manager
- Account Managers
- Administration Supervisor

PURPOSE OF POSITION:

The Country Manager is ultimately responsible for managing revenue growth profitably, and optimizing costs and efficiency of continuing operations, while delivering exceptional client service. The Country Manager's primary role is to ensure that the Principal's business plan with respect to market development and client acquisition is achieved, including meeting targeted

revenue and margin objectives

Specific Accountabilities

1. Work with the Chief Executive to develop and maintain strategies, systems and work practices to ensure the Principal achieves business growth in three principal areas in accordance with the Principal's business plan:
 - a. Jones Lang LaSalle clients;
 - b. Existing BPO contracts;
 - c. Requests for proposal/tender;
2. Lead the acquisition of major new clients and planned revenue growth;
3. Lead the establishment of a new business unit to provide recruitment services to the Principal, the Principal's existing clients and new clients;
4. Provide assistance and contribution to Requests for Information/Proposals/Tenders in a timely and effective manner;
5. In conjunction with the Chief Executive and Group Bid Manager, consistently produce well researched, innovative and compelling proposals and presentations that inspire confidence and have a high probability of being accepted by clients;
6. Contribute to the achievement of budget revenue targets with acceptable or superior margin outcomes;
 - a. Develop significant new revenue streams with existing clients;
 - b. Develop new clients;
 - c. Introduce innovative new services in conjunction with the Chief Executive;
7. Initiate and maintain effective relationships with senior executives at CEO/CFO level at existing and target major clients. Take overall responsibility for relationship management practices and ensure that appropriate relationships are defined and maintained at all levels of the Principal's client organizations;
8. Develop a high performing culture with engaged employees and strong commitment to client service;
9. Ensure quality control of all Company output with respect to client acquisition and delivery of services;
10. Plan, build and deliver continually improving value to clients and partners;
11. Establish operational processes and process improvement strategies;
12. Set operational and performance goals for each area of the Company's business that are aggressive, achievable and tied to long term goals and to monitor progress in achieving them;
13. Manage costs and efficiency through optimizing people, processes and technologies;
14. Meet and overcome operational and service delivery challenges;
15. Provide inspirational people leadership for Company management and employees;
16. Coordinate the annual operations and financial plans and budgets;
17. Abide by specific internally established control systems and authorities, to lead by personal example and encourage all employees to conduct their activities in accordance with all applicable laws and the Company's standards and policies, including its environmental, safety and health policies;
18. Report positive and negative developments and opportunities for development in a timely and constructive manner; and
19. Contribute to the development of a high performing culture with engaged employees and strong commitment to client service.

会社説明