



## 【1200～2000万円】Data Center Project Management Sr Manager Tokyo

シービーアールイーCMソリューションズ株式会社での募集です。 総務・庶務・ファ...

### 募集職種

#### 人材紹介会社

株式会社ジェイ エイ シー リクルートメント

#### 採用企業名

シービーアールイーCMソリューションズ株式会社

#### 求人ID

1575823

#### 業種

不動産仲介・管理

#### 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

#### 給与

1200万円～2000万円

#### 勤務時間

09:00～17:30

#### 休日・休暇

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 年末年始

#### 更新日

2026年02月05日 16:05

### 応募必要条件

#### 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

高等学校卒

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

【求人No NJB2325973】

#### ■Job Purpose:

The purpose of the role is to;

- ・ Lead project teams to ensure projects are delivered safely compliantly and successfully across all three project delivery disciplines:
- o Project Management Consultancy

o Principal Contracting

o Whitespace Fit Out

- Take overall responsibility for generating a sales pipeline to deliver revenue for the Japan business across all three project delivery disciplines.
- Secure and deliver projects on time and within the financial requirements and margins specified by the business.
- Ensure all projects adhere to commercial agreements/contracts comply with statutory regulations meet QHSE standards and satisfy technical industry requirements

■General Activities:

- Understand the fundamentals of the 3 key project delivery disciplines.
- Prepare and present reports to senior management on project health and business status
- Ensure the safe delivery of projects through the management of risk and competence.
- Recruit and retain talent for the present delivery and future growth of projects.
- Provide leadership in identifying and specifying project opportunities.
- Deliver contractual commitments on secured projects.
- Ensure projects are delivered on all maintenance contracts.
- Complete projects on time and on budget and to the satisfaction of all parties.
- Oversee the tendering process for engaging sub contractors and suppliers. This includes ensuring that Request for Quotation packages are prepared in strict adherence to company compliance guidelines and that all tenderers are thoroughly vetted and evaluated through a controlled and systematic process.
- Identify reduce and manage all risks (technical statutory health and safety commercial or otherwise) associated with each and every project.
- Maximise profit through cost reductions and better buying of subcontractor services alongside regional procurement team
- Identify and win project through effective relationships.
- Deliver supportive business communication through advice review leadership and direct contribution to management team meetings briefings consultation forums correspondence publicity monthly and ad hoc reporting and other applications as appropriate.
- Promote and maintain the core values of CBRE.

■Business Development:

- Business Develop and implement a long term business development strategy creating a pipeline of project opportunities.
- Manage bids tenders and proposals to secure new projects.
- Present the BD strategy to senior leadership and execute it accordingly.
- Generate and secure new sales to exceed annual financial targets.
- Explore opportunities to implement innovative technologies in project delivery.
- Lead the sales process through solution development client presentations and consultation meetings.
- Build team expertise in client presentations and proposal creation.
- Collaborate with other CBRE business units to identify and drive new opportunities for the DCS

■Building Relationships:

- Develop effective relationships with current and potential customers through demonstrating our capability in project delivery solutions.
- Build strong relationships with other CBRE Business unit leaders
- Build strong relationships with supply partners through which we can bring innovation to our customers.
- Ensure effective solutions which meet quality expectations can be delivered to our customers.
- Work with operational managers to ensure the collaborative development of the projects business with effective team working and support of colleagues.

■Compliance:

- Make certain that their team comply with CBRE project management policies and procedures.
- Ensure compliance with CBRE health and safety policy across all activities. Regularly audit and review performance.
- Carry out fortnightly and ad hoc project review meetings covering all aspects of Health Safety / CDM.
- Engage with CBRE procurement team to ensure all processes and supplier engagements are followed correctly.

■Financial management:

- Development of project financial plans.
- Financial responsibility for the delivery of the annual projects plan across all 3 disciplines (PjM / Principal / Whitespace)
- Manage the monthly P L and ensure all costs (PMs) are fully accountable and recoverable.
- Produce financial Reporting for Japan with support of Finance Manager
- Leverage margins on projects by working with subcontractors and suppliers to reduce project costs.
- Ensure positive cash flow and that all debt is controlled below 60 days.
- Weekly finance meeting on billing status and forecasting.
- Monthly project reviews with HOP BUD Finance Manager.
- Review / Approve Employee Expenses for team members.

■People Management:

- Recruit train appraise and manage a team of exceptional PM delivery team.
  - Have people plan in place at all times
  - Ensure the Project Managers are fully trained and equipped to deliver projects to the right standards and within the CBRE policies and procedures.
  - Conduct performance reviews and create individual PDPs for all direct reports.
  - Responsible for recruitment and selection of all project staff. Being equally responsible for the resolution of any discipline and grievance issues that may arise.
- The role is self funding and therefore the post holder must recover their costs.

■Decision Making/Budgetary Control:

The post holder has full responsibility and financial control of the projects within their team / control.

**■Person Specification**

Job Title: ( Grade) Japan DCS Project Lead

Department: DCS

Essential Desirable

Language Proficiency ・ Native English speaking preferred

- ・ Working proficiency:
  - o Bi lingual English/ Japanese; or
  - o Bi lingual Chinese (Mandarin) / Japanese
- ・ Strong commercial awareness and financial acumen.
- ・ Excellent influencing selling and negotiation skills.
- ・ Confident presentation and communication abilities.
- ・ Exceptional customer management and networking skills

**■Knowledge**

- ・ In depth knowledge of the construction market and project management methodologies (PJM Consultancy Principal Contracting Whitespace Fit Out) .
- ・ Broad understanding of Health Safety laws and financial terminology.
- Experience ・ Minimum of 5 years proven project management experience in either an M E or related sector
  - ・ Minimum of 5 years' experience of developing new project opportunities
  - ・ Proven experience of running a P L
  - ・ Demonstrable evidence of having managed a team
  - ・ Experience of creating presenting and managing on bids tenders and proposals. ・ Previous experience of operating at senior level
  - ・ IT skills ・ MS Project

**■Qualifications** ・ Recognised technical qualification in either a construction mechanical or electrical discipline.

- ・ Business standard of written and verbal literacy as well as above average numeracy skills
- ・ Recognised qualification in project management (PMP) ・ PMP
- ・ University degree

**■Aptitude**

- ・ Highly developed interpersonal and communication skills
- ・ An excellent relationship builder
- ・ Ability to inspire confidence
- ・ Challenge status quo
- ・ High degree of integrity
- ・ Highly motivated and self aware
- ・ Highly organised with attention to detail
- ・ Ability to network
- ・ Results focused
- ・ Innovative
- ・ Handle high levels of information from a wide range of sources

Circumstances ・ Able to travel within Japan if the role requires.

**■Core Competencies**

- ・ Understanding customer needs
- ・ Responsiveness
- ・ Competence to deliver
- ・ Ownership
- ・ Accessibility
- ・ Innovation
- ・ Communication
- ・ Reliability
- ・ Commercial awareness

**会社説明**

プロジェクトマネジメント/コンストラクションマネジメント-アットリスクCM工事請負-工事請負-設計施工-現場常駐管理  
業務-内装監理業務-原状回復工事請負