

Vice President – Delivery [IT Services]

募集職種

人材紹介会社
株式会社ネックサス

求人ID
1578195

業種
SIer・システムインテグレーター

会社の種類
大手企業 (300名を超える従業員数)

雇用形態
正社員

勤務地
東京都 23区

給与
2000万円 ~ 3500万円

更新日
2026年10月27日 09:00

応募必要条件

職務経験
10年以上

キャリアレベル
エグゼクティブ・経営幹部レベル

英語レベル
日常会話レベル

日本語レベル
ネイティブレベル

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

Key Responsibilities

We have an exciting opportunity for Regional Delivery Head, ITBS – Japan to join us in Tokyo. You will be responsible for delivery, across multiple customers in the region, leading other Engagement managers and Delivery Executives.

Responsibilities

- Establish and put into practice effective delivery governance procedures across the portfolio, collaborating with engagement managers, delivery executives, and account executives from diverse business units.
- Assume a leadership role in ensuring comprehensive adherence to both internal and external quality assurance standards, covering aspects such as Cyber Security, Data Protection, Business Continuity, ISO, IM8, and more.
- Oversee risk management, issue resolution, delivery status monitoring, and reporting.
- Take charge of financial management, with a primary focus on optimizing costs and recovering revenue.
- Champion client satisfaction within the portfolio's projects and engagements.
- Manage commercial and contractual matters within the portfolio, underpinned by a foundational grasp of contract law.

- Lead efforts related to team management, talent development, and succession planning.
- Handle conflicts and escalations at all levels of delivery.
- Advocate for productivity and ongoing improvements in both internal processes and external deliveries, leveraging automation and industrialization tools.
- Actively engage in and contribute to strategic initiatives spanning within Japan and global business lines within the organization, including activities such as group quality reviews, industry certifications, capability development, and business expansion.
- Build and expand Japanese onsite and offshore delivery capabilities to expand business in all chosen areas.
- Expand delivery Partner ecosystem and alliances.
- Cultivate and maintain relationships pertaining to procurement, hiring, Centers of Excellence (CoE), and partner programs.
- Manage the commercial aspects and contracts within the portfolio while demonstrating a foundational knowledge of contract management.
- Conduct assessments and provide approvals for opportunities, deals, and contracts within the portfolio.
- Focus on expanding return on investment (ROI) with clients, emphasizing the value and financial impact.

Exhibit an understanding of how to enhance delivery profitability.

スキル・資格

Qualifications & Experience

- Possessing over 20+ years of extensive program, project, and service management experience in delivering solutions and services for global IT services and technology consulting firms, spanning various industries and technology domains.
- Native Japanese speaker with business level English skills
- Demonstrated expertise in efficiently managing large-scale projects, from pre-sales stages to final delivery, with a focus on digital transformation, customer experience, web development, mobile apps, cloud computing, data analytics, artificial intelligence, process automation, IT Infrastructure and Enterprise applications.
- Comprehensive experience in end-to-end delivery governance, encompassing opportunity assessment, solution and deal reviews, program setup, solution delivery, and contract closure.
- In-depth knowledge and hands-on experience in the full financial management process, from initial estimation to final invoicing.
- Proficient in establishing and nurturing productive client relationships while collaborating with multiple stakeholders to achieve targets.
- Strong background in both functional and technical aspects, coupled with a keen business acumen and solid commercial management skills.
- Proven track record in identifying business opportunities, cultivating client relationships, and pursuing new business ventures.
- Certifications in PMP, PRINCE2, ITIL, Agile, and other program, project, and service management methodologies, will be an added advantage.
- Experience in delivering and proposing transformational infrastructure outsourcing or application maintenance services includes transition phase and steady-state is preferred.

会社説明