

Associate Manager Client Services - CRL

募集職種

人材紹介会社
株式会社ネックサス

求人ID
1579933

業種
ITコンサルティング

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
2026年11月04日 04:00

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
ビジネス会話レベル

日本語レベル
ビジネス会話レベル

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

Roles and Responsibilities:

- Client relationship management – managing relationships with key client personnel and CXOs and CXO -1, within client organization and ability to understand the organizational culture of the client
- Selling concepts to the client and influencing the client to award business based on capability and track record in similar situationsConduct research as well as competitor analysis to define strategies that can help enable favorable outcomes
- Review sales plan, pursuit plan / business pipeline with leadership to ensure target achievement
- Expert knowledge of MSA / Other contract process & standards and understand the nuances of MSAs and interdependencies to other business aspects
- Conduct client presentations, workshops, and drive pricing and MSA negotiations with the client
- Provide necessary input for building alliances with relevant product / service vendors

スキル・資格

- 10+ years of IT and business development / engagement management experience

- Track-record of successfully farming business solutions and client management
- Strong Business Development (Framing current accounts) / Relationship management / Account management is required
- Strong Account Management experience where you have grown existing accounts
- Track record of interacting and building relationship with C / C-1 level client contacts
- Reasonable understanding of Global Delivery Model and IT service industry
- Experience managing large multi-location consulting engagement teams' desirable
- Hands-on experience with proposal creation and leading proposal presentations
- Understanding / experience of Cloud and Platform Service business Model
- Strong leadership, interpersonal, communication and presentation skills
- Excellent verbal and written communication skills in Japanese and English

会社説明