

Senior Consultant [スウェーデン本国SaaSベンダー / アフターマーケットに特化した計画系SCMソリュー…

ERP導入コンサルタントのご経験のある方は歓迎です。

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
非公開

求人ID
1596511

業種
ソフトウエア

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
600万円 ~ 1500万円

勤務時間
09:00 ~ 18:00

休日・休暇
詳細は求人ご紹介時にご案内いたします。

更新日
2026年10月30日 16:00

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
ネイティブレベル

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 NJB2324361】
計画系SCMに特化したSaaSソリューションの導入コンサルタントとして、顧客の業務プロセスの分析から他システムとの連携や導入するソフトウェアのコンフィグレーションなどを行います。
詳細は下記の通りです。

■About the role

As a Senior Consultant in the APAC Expert Services（XS） team your primary goal is to deliver high quality projects helping customers implement our solutions to achieve maximum return on their investment. You will play a vital role in ensuring projects are delivered on time within budget and to the highest standard while coaching consultants and associate consultants to build team expertise. This position requires supply chain industry knowledge and the ability to generate business development opportunities. Success in this role hinges on cross functional collaboration working closely with project portfolio managers geo leaders customer stakeholders the product team CSM support presales and sales teams to deliver impactful outcomes.

With KPIs tied to utilization you'll have opportunities to work on strategic projects that gain visibility at the highest levels including monthly reports to the CEO. Your work will directly contribute to customer satisfaction and innovation providing valuable feedback to the product team to drive enhancements. Combining soft skills like logical thinking facilitation and documentation with technical knowledge of SQL Eclipse and Git repositories you'll tackle complex challenges while supporting transformative SaaS implementations. This role offers unparalleled opportunities for professional growth from mastering end to end SaaS project delivery to gaining insight into the financial operations of a global tech company

■Job Description
< Deliver High Quality Projects >
Lead the implementation of SaaS solutions ensuring projects are completed on schedule within budget and meet customer expectations.
Manage multiple projects simultaneously balancing competing priorities and maintaining high standards.

< Collaborate Cross Functionally >
Engage with internal teams including product CSM support presales and sales to ensure smooth and successful project delivery.
Build strong relationships with customer stakeholders and project teams acting as a trusted advisor throughout the implementation process.

< Provide Expertise and Coaching >
Mentor and guide consultants and associate consultants contributing to their professional growth and elevating the team's overall expertise.
Apply supply chain industry knowledge to design tailored solutions that deliver measurable value to customers.

< Drive Business Development >
Identify and support new business opportunities during project delivery and customer engagements.
Partner with presales and sales teams to align on expansion and upselling opportunities.

< Manage Reporting and Documentation >
Produce detailed reports maintain accurate project documentation and ensure all deliverables are well documented and aligned with customer expectations.
Provide post implementation support ensuring the customer successfully transitions to using the solutions independently.

< Travel and Execute Globally >
Travel domestically and internationally to meet customer requests ensuring face to face engagements where required.
Adapt to diverse customer environments and work effectively across regions.

< Track and Achieve KPIs >
Meet utilization and other performance targets while consistently delivering value.

< Solve Complex Challenges >
Tackle unique and demanding customer requirements providing creative solutions to ensure successful implementations.
Troubleshoot and resolve any issues that arise during projects.

スキル・資格

■必須条件
ソフトウェアやITインフラの構築・導入、もしくはBPRなどの経験（顧客要望を汲み取った要件定義を行える力がある方）

■歓迎要件
SCM（特に調達、在庫計画、在庫管理など）に関する知見
英語力ビジネスレベル

会社説明

ご紹介時にご案内いたします