

**【Finance】Commercial Support ・ Pricing【NY上場/世界最大規模の独立系SI】**

DXCテクノロジー・ジャパン株式会社での募集です。 管理会計のご経験のある方は...

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

DXCテクノロジー・ジャパン株式会社

求人ID

1601760

業種

Sler・システムインテグレーター

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 ~ 1000万円

勤務時間

09:00 ~ 18:00

休日・休暇

【有給休暇】初年度 10日 4か月目から 【休日】完全週休二日制 夏季休暇 年末年始 ・フレキシブルバケーション制度（無制限の...

更新日

2026年08月20日 05:00

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

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

【求人No NJB2392868】

Job Description:

Why join DXC Technology ・

DXC Technology (NYSE:DXC) where brilliant people embrace change and seize opportunities to advance their careers

and amplify customer success.

People are the heart of our business. We support each other and work as a team globally and locally to deliver excellence for our customers and colleagues. We live in more than 70 countries speak multiple languages and work with over 6 000 customers on almost every continent. We use the power of technology to deliver mission critical IT services that move the world. DXC.com

We are looking for someone who has solid finance and accounting background with good commercial experience. Someone who is looking for long term career development options.

At DXC we pride ourselves on delivering excellence in everything we do. What this means for you is

the chance to be part of a successful team which is making a measurable difference. You will work internally and with our clients to really impact their business

What you will be doing

Do you love utilizing your Finance and Commercial skills to drive value for customers in the IT Market •

This role will utilize your commercial and financial skills to deliver business value to DXC and our clients.

You will be applying your skills to IT product and services business to help develop the commercial structures that align to our clients requirements.

Responsibilities include:

Analysing pricing requirements and creating pricing models in response to requests for proposals on all major types of IT contracts (Firm Fixed Price Time Materials etc) for large and/or highly complex projects.

Providing Commercial and Financial Support to Sales Development Teams comprised of sales solutioning legal HR and proposal staff.

Interfacing with the Management and Finance leaders within the business to ensure all customer financial responses are consistent with internal policies / guidelines and drive value to the business.

Develop client facing deliverables including responses to RFP's supporting the presentation of DXC's commercial offer and may participate in client negotiations

Drive achievement of Corporate financial targets while mitigating known risk and identifying levers to increase revenue and margin.

Generate the internal financial reports and statements for formal internal review and approvals.

Actively support promote and maintain the standard financial toolset for Sales Development activities

Deliver support effectively from both virtual and onsite (DXC and client) environments

Who you will be working with •

You will be part of our Commercial Support Team. This team will comprise of staff from Sales Finance Legal Solutioning Human Resources and Bid Management teams. Pricing Analysts are seen as the Commercial and Financial trusted advisor within DXC.

Leverage and Alignment to our Corporate Teams is also required to ensure standard processes methodology and tools are leveraged.

スキル・資格

The skills you will bring

You should have a financial background with knowledge of the IT industry. Ideally candidates should have some experience in commercial contracts and arrangements. • Specific experience should include:

Demonstrated deal support experience to obtain the optimum commercial outcome for both the organisation and the client.

Experience in engaging with multiple stakeholder groups including sales finance solutioning and commercial to achieve these targets

Experience in portfolio development solution development or transaction support (pricing costing finance) .

A reasonable comfort level in handling ambiguity or imperfect information effectively coping with change.

Build credible relationships and manage interfaces with multiple DXC stakeholders including the ability to influence decisions.

Excellent communicator both verbally and written in a variety of environments with a demonstrated ability to adapt to a meeting's changing social dynamics while maintaining a client centric view.

English is critical for this role as a large number of support staff will be from different regions and there is a management team outside of Japan.

Adept at handling a changing workload and priorities across individual work assignments aligned team projects and individually generated contributions to team's capabilities. A desire to learn is critical.

A lateral and creative thinker with a consultative approach to delivering outcomes.

Very Strong MS Excel skills with a high degree of comfort using building and tracing complex excel models.

Proficiency with IT Services offerings with knowledge of pricing structures and cost drivers.

会社説明

コンサルティング（事業戦略/情報技術）、システムインテグレーション/アプリケーション開発、アウトソース（IT/ビジネスプロセス）