

Business Improvement Specialist

募集職種

人材紹介会社
株式会社ネックサス

求人ID
1607610

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09日 03:00

応募必要条件

職務経験
3年以上

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
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

Position Details:

- You will be responsible for overall business process improvements related to "our client's Denki" sales across all "their Mobile Shops" nationwide.
- Working from the headquarters' perspective within our client's Group, your goal is to establish efficient workflows and drive continuous improvements to accelerate new contract acquisitions initiated through physical retail stores.

Specific Duties:

- Staff Development: Train and develop our client's Mobile store crews.
- Process Optimization: Enhance and streamline the sales and customer explanation processes.
- Issue Resolution & Strategy: Identify operational bottlenecks and formulate solutions using both quantitative and qualitative approaches to boost store sales performance.

- KPI Management: Set, monitor, and continuously optimize Key Performance Indicators (KPIs).
- Future Scope Expansion: Potentially expand responsibilities to include non-store marketing initiatives in the future, such as event management and web marketing.

スキル・資格

Mandatory Qualifications:

- 3+ years of experience in any of the following fields within a multi-location or retail-chain company: sales promotion, store operations support, training and development, retail talent acquisition, workflow systemization, or operational standardization.
- Proven track record of significantly driving sales growth by analyzing retail performance metrics to implement business process improvements.

Desired Qualifications:

- Project management experience within a large-scale sales network
- English proficiency

会社説明