Director, Consulting Business Development

Build a New Consulting Practice

募集職種

人材紹介会社
ドレイク・インターナショナル株式会社

採用企業名
Confidential

求人ID
1609181

部署名
Consulting Business Division

業種
ビジネスコンサルティング

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合
外国人 半数

雇用形態
正社員

勤務地
東京都 23区

給与
1500万円 ~ 2500万円

更新日
2026年11月16日 06:00

応募必要条件

職務経験
6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

About the Opportunity

Our client is launching a new consulting business designed to support both internal business units and external clients in

driving business transformation, growth, and innovation.

Unlike traditional consulting firms, this organization combines strategic advisory capabilities with access to a broad portfolio of digital businesses, customer platforms, marketing solutions, financial services, logistics operations, and technology assets.

As a Director, you will play a critical leadership role in shaping the growth strategy of the consulting practice while driving client acquisition, organizational development, and project delivery.

This is an excellent opportunity for consulting leaders who want to move beyond recommendations and take ownership of creating tangible business impact.

Key Responsibilities

Practice Development

- Define and execute growth strategies for the consulting business
- Develop new consulting offerings and industry-focused practices
- Contribute to organizational design and operating model development
- Support recruitment, onboarding, and talent development initiatives

Business Development

- Lead proposal activities for both internal and external clients
- Build and expand relationships with senior executives and decision makers
- Identify and secure new consulting engagements
- Drive revenue growth and client portfolio expansion

Project Leadership

- Oversee multiple transformation and consulting engagements
- Partner with Project Managers to ensure successful delivery
- Provide executive-level guidance and steering for complex initiatives
- Ensure quality, profitability, and client satisfaction

Stakeholder Management

- Build trusted relationships with C-level executives
- Facilitate strategic discussions and decision-making processes
- Support long-term client partnerships and account growth

Why Join?

- Opportunity to build a consulting practice from an early stage
- Significant influence on strategy, organization, and culture
- Direct exposure to executive leadership
- Access to extensive digital, customer, marketing, commerce, logistics, and technology assets
- Ability to drive business transformation from strategy through execution
- Long-term career opportunities across consulting, business leadership, and new business development
- Expected expansion to approximately 100 consulting professionals within the next few years

スキル・資格

Mandatory Qualifications

- 5+ years of project management experience within a consulting firm
- Proven experience developing and executing business growth strategies
- Demonstrated track record of originating and winning consulting engagements
- Strong executive communication, presentation, and negotiation skills
- Experience building relationships with senior business stakeholders
- Entrepreneurial mindset with a hands-on approach to problem solving
- Fluent Japanese language proficiency

Preferred Qualifications

- Experience leading stakeholders from problem definition through implementation
- Corporate strategy, business planning, or business development experience within a corporate environment
- Experience launching new businesses, organizations, or large-scale initiatives
- Business-level English proficiency (TOEIC 800+ equivalent preferred)
- Experience developing consulting teams and practices

This role is ideal for:

- Senior Manager / Associate Partner / Director-level consultants
- Professionals from Strategy, Digital, DX, or Business Consulting firms
- Individuals seeking greater ownership and business-building opportunities
- Consultants interested in transitioning from advisory work to execution-driven transformation leadership
- Future consulting practice leaders, business executives, or general managers

会社説明