Senior Manager, 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
1609185

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
1200万円 ~ 1800万円

更新日
2026年11月02日 02:00

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

Job Description

About the Opportunity

Our client is building a next-generation consulting business that combines strategic advisory capabilities with access to a broad portfolio of digital platforms, consumer services, marketing solutions, financial services, logistics operations, and technology assets.

The consulting organization is experiencing rapid growth and plans to significantly expand its team over the next few years. As a Senior Manager, you will play a key role in practice development, business acquisition, client engagement, and project delivery.

This position is ideal for consultants who want to have a direct impact on both business outcomes and organizational growth.

Key Responsibilities

Consulting Business Growth

- Support the development and expansion of consulting services and industry offerings
- Participate in organizational growth initiatives, including team building and talent development
- Contribute to recruiting and capability-building efforts

Business Development

- Develop client relationships and identify new business opportunities
- Support proposal development and client acquisition activities
- Work closely with executive stakeholders to win consulting engagements

Project Leadership

- Lead business transformation and strategic consulting projects
- Collaborate with Project Managers and cross-functional teams
- Manage project delivery quality, client satisfaction, and business outcomes

Client Relationship Management

- Build trusted relationships with senior client stakeholders
- Facilitate workshops, executive discussions, and strategic planning sessions
- Support long-term account development and growth

Why Join?

Build Something New:Join a consulting organization in its growth phase and help shape its future direction.

Drive Real Business Impact:
Work beyond strategy recommendations and participate in implementation and execution.

Access Unique Business Assets:
Leverage extensive digital, commerce, marketing, customer, logistics, and technology assets to create value for clients.

Executive Exposure:
Partner closely with business leaders and senior executives on high-impact initiatives.

Diverse Career Opportunities:
Future career paths may include Consulting Director, Practice Leader, Business Development Executive, Corporate Strategy Leader, or New Business Development roles.

スキル・資格

Required Skills

Mandatory Qualifications

- 5+ years of project management experience within a consulting firm
- Proven experience managing client-facing consulting engagements
- Strong executive communication and stakeholder management skills
- Experience sourcing or supporting business development activities
- Ability to build relationships with C-level stakeholders
- Strong collaboration and problem-solving skills
- Entrepreneurial, hands-on mindset
- Fluent Japanese language proficiency

Preferred Qualifications

- Experience leading stakeholders from issue identification through implementation
- Corporate strategy, business planning, or new business development experience
- Experience working within operating companies or large corporate environments
- Business-level English proficiency (TOEIC 800+ equivalent preferred)
- Experience supporting organizational growth and team development initiatives

Ideal Candidate

This role is particularly suited for:

- Consulting Managers and Senior Managers seeking broader leadership responsibilities
- Professionals from Strategy, Digital, DX, Operations, or Business Consulting firms
- Individuals interested in combining consulting, business development, and organization-building responsibilities
- Consultants who want greater ownership and visibility with executive stakeholders
- Future consulting leaders aiming to progress toward Director-level positions

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会社説明