



## 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08月24日 11:59

## 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

## 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