

Project Manager (A)

募集職種

人材紹介会社

IZUMI NETWORK

求人ID

1613003

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

1100万円 ~ 1300万円

更新日

2026年09月17日 16:32

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

日本での就労許可は必要ありません

募集要項

JOB DISCRIPTION

Job Title: Project Manager

Job Category: Automotive

Language proficiency JLPT N2 or above

Location: Tokyo/Hamamatsu Position Type: Full time

Client has onboarded a leading Japan-based OEM as a strategic customer. We are looking for an experienced,

bilingual Project Manager / Customer Success Manager to be the on-ground face of TEL for this account in Japan. This role

owns end-to-end delivery of the engagement — coordinating between the customer, the India-based engineering and

delivery teams, and TEL leadership — while building a long-term, trust-based relationship that reflects Japanese business

etiquette and customer expectations

PREFERRED SKILLS

- Prior experience in the automotive, mobility, or OEM/Tier-1 supplier ecosystem.
- Familiarity with embedded software, digital cockpit, connected vehicle, or related automotive technology domains

- Experience working in or with a global systems integrator / engineering services organisation.
- Exposure to contract and commercial management (SOWs, change requests, invoicing/billing coordination).

KEY COMPETENCIES

- Cross-cultural relationship building and trust management.
- Structured, detail-oriented delivery and risk management.
- Clear, calm communication under pressure, across languages and time zones.
- Ownership mindset with the ability to work independently while representing values.
- Collaborative approach with distributed engineering teams

RESPONSIBILITIES

- Act as the primary point of contact in Japan for the OEM customer, owning day-to-day relationship management and overall customer satisfaction.
- Plan, track, and drive delivery of the project(s) under the engagement — scope, schedule, budget, quality, and risk — in line with customer expectations and TEL commitments.
- Serve as the bridge between the Japan-based customer and India-based delivery/engineering teams, ensuring requirements, feedback, and priorities are translated accurately in both directions and both languages.
- Lead and/or support project governance: status reporting, steering committee reviews, milestone tracking, and escalation management.
- Facilitate and, where needed, interpret/translate discussions, documentation, and reviews between Japanese and English-speaking stakeholders.
- Proactively identify risks, delays, or dissatisfaction signals and drive timely resolution with internal teams and customer stakeholders.
- Manage customer expectations around delivery timelines, change requests, and commercial/contractual aspects in coordination with account and delivery leadership.
- Build a deep understanding of the customer's organisation, decision-making processes, and business culture to strengthen the long-term relationship and identify account growth opportunities.
- Coordinate on-site visits, workshops, and reviews with customer teams in Japan, and represent TEL professionally in accordance with Japanese business customs (nemawashi, hou-ren-sou, ringi, etc.).
- Own customer success metrics — satisfaction, renewal, and expansion — for the account, and report these to

REQUIRED SKILLS

- Demonstrated experience delivering projects for, or managing accounts with, Japanese customers/OEMs — either based in Japan or working extensively with Japanese stakeholders.
- Business-level (or native) proficiency in Japanese (JLPT N2 or above strongly preferred) and fluent business English — true bilingual capability is essential for this role.
- Strong understanding of Japanese business etiquette, communication style, and decision-making culture, and proven ability to operate effectively within it.
- Experience managing distributed/offshore delivery models, coordinating between an onshore customer-facing role

and an offshore engineering team (India experience is a strong plus).

- Working knowledge of project management methodologies (Agile/Scrum, Waterfall, or hybrid) and tools (JIRA, MS Project, Confluence, or similar).
- PMP, PRINCE2, or equivalent project management certification is a plus.
- Excellent stakeholder management, negotiation, and executive communication skills.
- Willingness to be based in Japan and travel periodically to India and other customer locations as required
- The position is based in Japan reporting to Business unit in India/Japan

QUALIFICATIONS AND EDUCATIONAL REQUIREMENTS

- Bachelor's degree in Engineering, Computer Science, Business, or a related field (Master's / MBA preferred).

EXPERIENCE

- 8–12+ years of overall experience, including a strong track record in project management, program management, or customer success roles.

会社説明