



Finance Business Partner ? North Asia (Japan)

募集職種

人材紹介会社

株式会社 JAC International

採用企業名

A global provider of temporary power and temperature control sol

求人ID

1617164

業種

その他

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 900万円

更新日

2026年10月15日 15:16

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

< Role Description >

The Finance Business Partner (FBP) will play a key role in driving business performance through commercial finance partnership, strategic forecasting, pricing analytics, and business intelligence alignment. This role will act as a key finance partner to regional business leadership, providing insight, strategic challenge, and support to maximize revenue growth and profitability. The FBP will lead the alignment of forecast models with commercial pipeline data, deliver timely performance reporting, and ensure financial information is effectively integrated with business intelligence and reporting tools.

This position reports directly to the regional finance leadership team and works closely with FP&A and commercial stakeholders.

< Responsibilities >

1. Revenue Forecasting, Performance Reporting and Actuals
Own and drive the forecasting process in collaboration with Sales, Operations, and Business Leaders.
Conduct regular reviews of commercial pipeline activity to ensure forecasting accuracy and timely updates.
Ensure changes in opportunity timing or value are reflected in financial forecasts and communicated to key stakeholders.

Review actual results against forecasts and interim performance reports to support accurate revenue and profitability reporting.

2. Cost Management & P&L Oversight

Monitor, analyze, and report on business costs, identifying trends, variances, and opportunities for operational efficiency. Partner with operational teams to develop and implement cost management initiatives.

Provide comprehensive analysis of the full P&L, including revenue, direct costs, and operating expenses, to support profitability improvement.

Lead regular business performance reviews, providing strategic insights and recommendations to optimize financial results.

3. Commercial & Sales Partnership

Serve as a key finance partner to Sales and Commercial teams.

Participate in commercial discussions and support decision-making through financial analysis and insights.

Work closely with sales teams to understand business drivers, customer dynamics, and pricing considerations.

4. Pricing & Rate Strategy

Lead pricing analysis, including benchmarking across business segments, customer groups, and markets.

Support the development and maintenance of pricing models and governance frameworks for strategic opportunities.

Identify pricing risks, discounting trends, and margin improvement opportunities.

Support reporting and analysis of pricing and profitability metrics.

5. Performance & Business Review Support

Deliver accurate, data-driven projections for annual planning cycles and periodic reforecasts.

Prepare and present performance reporting packs for senior leadership reviews.

Collaborate with operational teams to ensure resource utilization aligns with commercial demand and business objectives.

< Key Performance Indicators >

Timeliness and accuracy of management reporting

Forecast accuracy (Short-Term, Periodic, and Full-Year)

Pricing effectiveness and margin performance

Effective utilization and alignment of reporting and business intelligence systems

Employee Benefits:

Paternity Leave

Bereavement Leave

Sick Leave

Marriage Leave

スキル・資格

What We're Looking For

Academically qualified finance professional with a minimum of a bachelor's degree; MBA preferred.

Minimum 5 years of experience in Finance or Business Analysis roles, ideally with commercial or FP&A exposure

Advanced proficiency in Microsoft Excel, including Power Query, and expert-level experience with Power BI for data modeling and dashboards.

Proven history in financial system automation and process optimization

Good technical accounting knowledge and strong business acumen

Experience in analyzing and questioning data to ensure completeness and accuracy.

Demonstrated experience in continuous improvement initiatives and process enhancement.

Experience with Salesforce CRM, M3 Cloud suite, Tagetik, and Basware would be advantageous.

会社説明

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ・エイ・シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ・エイ・シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさらに的確にお答えするために、ジェイ・エイ・シー・インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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