

## About Oliver Wyman

Oliver Wyman is a global leader in management consulting. With offices in 50+ cities across 26 countries, Oliver Wyman combines deep industry knowledge with specialized expertise in strategy, operations, risk management, and organization transformation. Our 4700+ professionals help clients optimize their business, improve their operations and risk profile, and accelerate their organizational performance to seize the most attractive opportunities. Oliver Wyman's thought leadership is evident in our agenda-setting books, white papers, research reports, and articles in the business press. Our clients are the CEOs and executive teams of the top Global 1000 companies.

[www.oliverwyman.com](http://www.oliverwyman.com)

## About Celent

Celent is an advisory services firm focused on the application of information technology within the global financial services industry. We are a subsidiary of Oliver Wyman, a global management consultancy.

Our clients recognize that we provide:

- Highly verticalized views of the areas we cover. Our primary practices include Banking, Insurance, Securities & Investments, Risk, and Wealth Management.
- A global perspective. We have a presence in 17 countries, and main offices in the US, the UK, and Japan.
- A collegial, easy-to-engage team. All analyst firms provide strong opinions. But we deliver ours in a confident, low-key manner that makes our insights (and our analysts) accessible.

[www.celent.com](http://www.celent.com)

### Job specification

Job title:	Business Development Executive
Department:	Celent
Office/region:	Tokyo
Reports to:	Eiichiro Yanagawa
Hours:	9:00 – 18:00 (8 hours with 1 hour lunch break)

### Job overview:

The Business Development Executive is responsible for leading sales and managing current client for financial institutions (banks, insurers, brokerages) and to the software and services firms that serve the financial services market. The focus for this position is Japan and APAC.

In this role, The Business Development Executive will interact with senior-level buyers and c-suite decision makers to get them to engage with Celent. Our offering centers on subscription-based access to Celent research and to the analysts who produce it. We also provide customized, fixed-price consulting and other productized offerings.

**Key Responsibilities:**

- Relentlessly and professionally navigate complex organizations;
- Conduct creative discovery to determine how Celent offerings can solve critical business problems;
- Communicate to both clients and the internal Celent team professionally and effectively, and;
- Organise our outreach and engagement in a way that communicates Celent's value and builds lasting relationships.

Our engagement model for new business is highly variable, and generally requires a combination of phone-led, proactive outreach, in-person sales meetings -- often working in tandem with analysts as subject matter experts -- and other ways of leveraging Celent's intellectual property.

The Business Development Executive will also be responsible for delivering outstanding customer service for a defined set of accounts, which gives you opportunities to cross-sell additional research and consulting services to your existing clients.

**Experience required:**

- At least four years of direct sales experience, preferably for a professional service provider in financial services, for advisory services, or for a financial services technology vendor
- Bachelor's Degree, Diploma

**Skills and Attributes:**

- Outstanding communication and presentation skills
- Ability to work successfully in a highly virtual, highly collaborative environment
- Strong team player, and willingness to further the Celent culture
- Language proficiency, with fluency in English and preferably additional languages as well such as Korean
- Attention to detail and high level of accuracy
- Ability to juggle multiple tasks , organize, prioritize and manage own time effectively in order to meet deadlines

**Technical skills:**

- Microsoft Word, Excel, PowerPoint, Outlook

**How to apply:**

If you would like to apply for this position, please send CV and cover letter to: [nbockh@celent.com](mailto:nbockh@celent.com) and [EYanagawa@celent.com](mailto:EYanagawa@celent.com)

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