

Job Detail

Executive Level

Position Title	CVM Head
Recruiter Company	Fidel Consulting KK
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	IT (PC, Web, Unix) - Database SE IT (PC, Web, Unix) - Web Application SE IT (PC, Web, Unix) - Programmer
Industry	
Location	Asia Japan Tokyo
Job Description	<p>Consulting Customers on Revenue enhancement Develop/define & implement marketing programs/campaigns to enhance service penetration & increase revenues for the Customer Identify and make recommendations for actions to improve campaign performance to drive incremental revenue Lead weekly & monthly performance reviews with the Product & CVM Heads Study market requirements continuously to identify opportunities for incremental revenues. Track competitor activities in various domains, create & flash outcome-oriented reports and dashboards.</p>
Company Info	<p>This company is a leading foreign-affiliated solutions and services provider in the information, communications, and technology (ICT) industry. With over 130,000 employees in 90 countries, they provide innovative IT solutions to nearly 1000 global customers, including Fortune 500 companies. 【Measures against passive smoking】 No smoking indoors allowed</p>
Qualifications	<p>Telco CVM knowledge & experience is mandatory, Experience in telecom Marketing/business operations and customer delivery management, Sharp analytical skills, telecom business understanding & ability to interpret & translate Customer insights into actionable revenue-generating programs, High comfort with MARTECH & digital technologies – the ability to leverage these technologies for business growth. Excellent problem-solving and analytical skills combined with strong business acumen, Ability to understand technical nuances and work with cross-functional teams to anticipate & resolve issues, Bias for action and can break down complex problems into steps, Excellent collaborator Effective team leader Excellent verbal and written communication skills, interpersonal skills</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 15000K - JPY 20000K