



GlendinningTM

MANAGEMENT CONSULTANTS

A WPP company

The Company

- **A Global premier demand management consultancy**
- **Rapid expansion in Japan based on leading edge product portfolio: company, category and brand strategy development; customer marketing; business account management; category marketing; organisation and skills development**
- **Leading European presence, with strong Global Blue Chip client base and substantial World-wide business across both manufacturers and retailers**

Director of Consulting

Sales, Customer Marketing, Shopper Marketing, Consultancy & Training

The Role

- **Business generation for new and existing clients in Japan**
- **Manage and participate in Consultancy projects for top FMCG, healthcare and B2B companies in Japan**
- **Delivery of high quality project work in a team environment with clients and consultancy colleagues**
- **Client management**
- **New product development and solutions**
- **Continuing personal development and reward based on merit**

The Person

- **Multi-functional experiences at senior level in sales and marketing with one of the leading Blue Chip companies in the areas of FMCG/durable goods manufacturers or marketing/merchandising function with a reputable retailer in Japan**
- **Detailed and practical understanding of leading edge concepts and technologies**
- **Age 35 and above**
- **Natural flair in training programmes deployment with strong group working and facilitation skills**
- **Other career experiences that would be an advantage includes:**
 - **Working abroad for a period of time**
 - **Fluency in spoken and written Japanese and English**
 - **Demonstration of effective team role/leadership**

Applicants are requested to submit a comprehensive resume detailing qualifications, career experiences and expected remuneration together with a recent photo to : hr@glendinning.jp by July 31, 2009

(only shortlisted applicants will be notified)