

STRATEGIC MARKETING ANALYST - JOB DESCRIPTION

About Shift Energy Japan, KK (SEJ)

SEJ is a specialized team with offices around the world and headquarters in Japan. Our mission is to shape the future of the energy industry, with a main focus on solar. We are a dynamic team that pulls from all areas of expertise across business, arts and sciences. Our company nurtures deep relationships across all aspects of the solar sector in Japan.

SEJ creates value for: Energy end customers, channel partners (installers of solar), financiers, suppliers of solar systems and solar development teams.

Our primary focus is relationships. Our company succeeds based on how we maintain, nurture and cultivate our relationships both internally and externally. Our teammates and our company are Passionate, Relationship focused, Innovative, Committed, Edgy, United and Professional.

Overview

Shift Energy Japan KK (SEJ) is seeking an individual for a position as a Strategic Marketing Analyst located in Japan. SEJ is a dynamic and rapidly changing organization. We are seeking a self-driven individual to apply strategic insights to a growing solar business. Additionally, this role will provide support to internal and external relationships on finding value, creating value and prioritizing investment.

Main responsibilities

- Perform pricing analyses to advise Relationship Management Team on pricing of a solar system
- Work with Investor Documentation team to produce system book for Investment Committee
- Design, maintain and update various models (portfolio model, system model, insurance model, etc.) to provide informed decision for investors, senior management of the company and other teams
- Perform market forecasting and investment analyses to advise senior management on market trends and investment decision.
- Recommend go-to-market, relationship acquisition and channel partner strategies
- Produce and organize persuasive outputs leveraging Excel-based models and PowerPoint
- Sequence and prioritize work, provide meaningful input into Channel Partners/Investment Committee deliverables and drive innovation in business process

Key skills

- Minimum of 3 years' experience with 1 year related experience in solar, consulting or financial organizations in a role focusing on risk analysis or modelling
- Excellent Excel skills with experience in financial modelling, statistical analysis, or value chain analysis
- Ability to work on fast-paced relationship engagements, across time zones and often outside standard business hours
- Ability to meet travel requirements when they arise



- Bachelor's degree in related field, including finance, risk assessment, marketing, statistics, etc. Preferred MBA degree
- Fluent/native English
- Bilingual Japanese preferred

Opportunities for a successful candidate

- Based in Hong Kong or Japan, experience an enjoyable, dynamic, global working environment with teammates from different backgrounds, and overcome challenges that are not common
- Build relationships that create value for multiple parties simultaneously
- Learn about electricity, power, and energy: Essential for our life. With this knowledge, you can become an expert on energy in Japan
- Experience the importance of communication across personality types, cultures, different levels of languages, different job roles, and different types of companies while leaving the importance of setting goals for most interactions and tailoring messages to achieve goals
- Embrace being wrong FAST and its value in your life
- Experience being on an exponential learning curve which will enhance your skills, capabilities, and experience on a personal and professional level in ways you never imagined
- Work closely with teammates and experienced managers in the industry
- Learn how to prioritize tasks and your time

Compensation structure

- Competitive with market
- Based on experience
- Aligned with performance

To apply for this position, please submit your resume to info@shiftenergyjapan.com.