



# JAPANESE BUSINESS SERVICES LEADER

## ABOUT THE COMPANY

GBQ has been an IPA top 100 tax, accounting, and consulting firm for more than 70 years. They are driven by the outcomes they know can change the lives of those they work with and for. They have learned that this is what matters most to their stakeholders, along with a very clear purpose: to empower the growth of their people, communities, and their clients' businesses. It is why they exist – to drive and inspire their people, clients, and community every day.

## THE OPPORTUNITY

- Do you want to lead a growing Japanese Business Services practice for a leading public accounting firm?
- Would you want the opportunity to be mentored by the current leader who will show you how he has built a very successful/growing practice?
- Do you like to network and build relationships internally and externally in an exciting area?



## WHAT YOU'LL BE DOING

You will be responsible for the profitability and successful growth of the Japanese Business Services practice while you supervise and mentor managers, seniors and staff. You will also be responsible for the overall supervision of the Japanese Business Services business line. We expect you to possess excellent interpersonal skills and technical or industry specialization while focusing on the four major initiatives established by the Firm: Profitability, Practice Growth, Client Focus, and Brand Culture/Development.





## IDEAL CANDIDATE QUALIFICATIONS AND EXPERIENCE

- Bachelor's degree in accounting or an undergraduate degree with sufficient coursework to support the role
- CPA preferred
- Ten (10) + years of experience providing financial statement auditing, tax, or consulting services within a public accounting firm
- Eligibility to work in the U.S. without sponsorship preferred
- Speaking and writing Japanese preferred
- Experience serving Japanese businesses required
- Be a trusted member of the engagement team providing various consulting services to our Japanese Business specific clients
- Proactively engage with your clients throughout the year
- Plan and oversee engagement activities
- Support the growth and development of team members
- Be actively involved with winning new pursuits for the firm
- Approve engagement budget, billing and scheduling
- Oversee a significant amount of high priority work

## KEY PERSONAL ATTRIBUTES

- Demonstrated skills in the areas of time management, communication, interpersonal skills, relationship building, collaboration, and problem-solving
- Strong leadership, project management, organizational and analytical skills, initiative, adaptability
- Utilize your entrepreneurial skills to network and build strong relationships internally and with clients and referrals
- Enjoy friendships, social activities and team outings that encourage a work-life balance



## THE PAYOFF

When successful, you will be part of a leadership team at a respected regional public accounting firm with a growing business line that is well respected across the community

Please visit  
**Gilman Partners'**  
**website** to apply.



**Scott Hirko**  
**Partner, Executive**  
**Search Consultant**

[shirko@gilmanpartners.com](mailto:shirko@gilmanpartners.com)



**Erica Drinnen**  
**Executive Search**  
**Consultant**

[edrinnen@gilmanpartners.com](mailto:edrinnen@gilmanpartners.com)



Gilman Partners is committed to strengthening leadership teams and elevating talent in our communities—and that means all qualified applicants will receive consideration. You do not have to meet every qualification in this job description to apply. If you're drawn to the position and believe your experience makes you a good fit, we encourage you to apply.