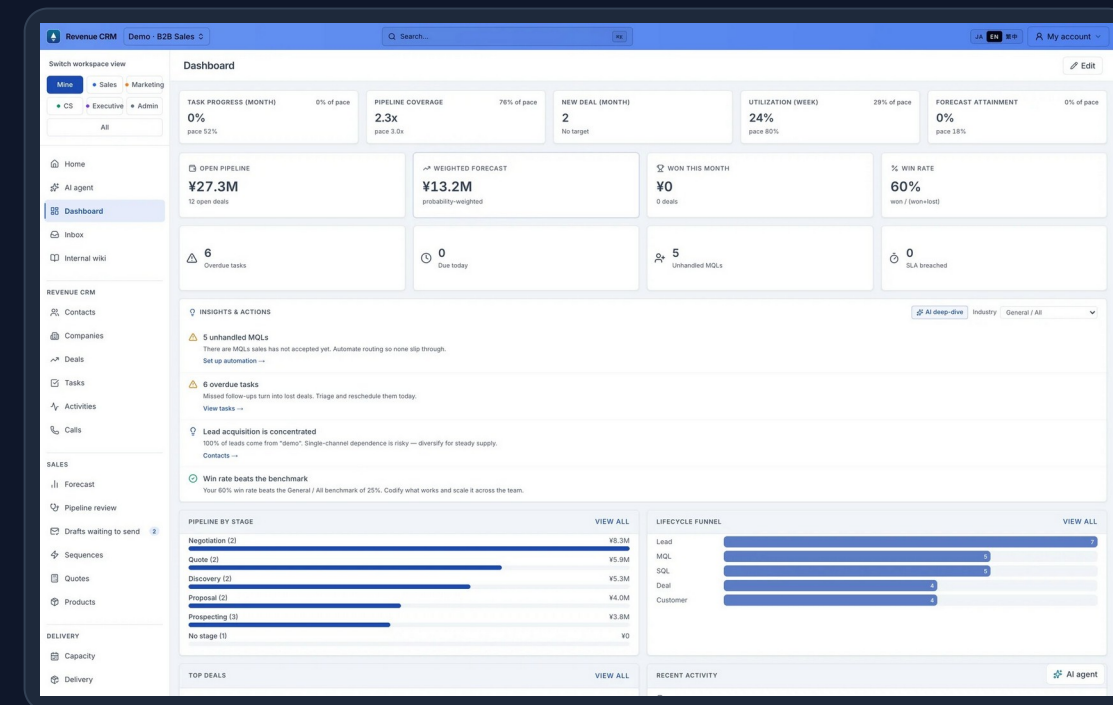


Company Profile | October 2026

Make Japan revenue legible to HQ, in both languages

We design the revenue architecture, build it into your sales and marketing systems, and support adoption, for overseas B2B companies running their Japan business.



Revenue CRM, our own product (English UI)

Who we serve: overseas B2B companies doing business in Japan

Japan GTM leads, country managers, and the HQ they report to. The revenue process lives in people's heads, not in a system the team runs.

What we usually hear from Japan and APAC leaders

- ☐ The sales system was configured for another market.
- ☐ Stages and handoff rules don't match how Japan buys.
- ☐ Forecast data from Japan is unreliable.
- ☐ Every report to HQ passes through an interpretation layer.
- ☐ Revenue exists, but you can't see where deals stall.
- ☐ You inherited a Japan setup, or there is no setup at all.

We also serve Japanese small and mid-sized companies that cannot dedicate a systems owner. For them, we often start from Revenue CRM (page 6).

In both cases it is a design problem, not a tool problem. We redesign the revenue process on the systems you already have.

The problem: Japan operations have a blind spot built in

You can see the numbers. You cannot tell why Japan is underperforming, or where the system breaks.

What it looks like from HQ

Forecast

Pipeline stages, qualification criteria, and handoff rules were set for another market. Forecast data is unreliable.

Usage

Salesforce, HubSpot, kintone, or Marketo is live. Reps don't log activity. Nobody trusts the dashboard.

Reporting

The Japan team works in Japanese. Every report to HQ passes through an interpretation layer. Something gets lost.

What is actually missing

Forecast

A revenue architecture designed for how Japan buys: ringi sign-off, consensus, long waits, trust over time.

Usage

Stages, rules, and reporting built around what the team will actually do, then supported until they become habit.

Reporting

One partner working in English with you and in Japanese with your team, so less gets lost in translation.

What we build: a revenue architecture that makes Japan execution legible from both sides.

The left column describes patterns we see across engagements, not any one company or product.

What we do: five services, from revenue architecture to adoption

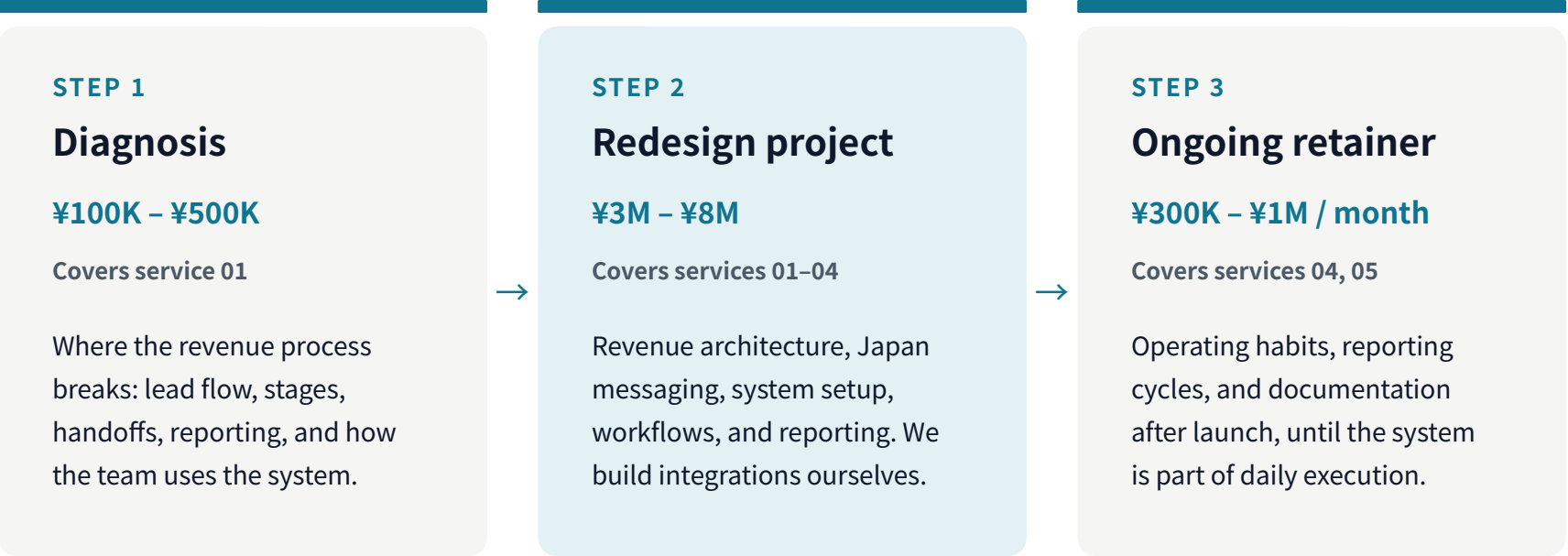
Strategy and implementation in the same engagement, so there is no gap between the plan and the system that is supposed to run it.

01	Revenue Architecture Design	Design the structure behind Japan-facing revenue: funnel logic, lifecycle definitions, handoff rules, and KPIs.
02	Japan Market GTM & Messaging	Adapt positioning, offers, and conversion paths to how Japanese buyers evaluate trust and risk.
03	CRM / RevOps Implementation	Turn the revenue architecture into system configuration, workflows, automation, and reporting the team will use. Where standard features fall short, we build the integrations ourselves.
04	HubSpot Implementation & Operations Support	Set up and operate HubSpot as part of your revenue system, not a standalone tool project.
05	Adoption & Growth Support	Support the operating habits, reporting cycles, and documentation needed after a system or GTM change launches.

Already have a systems owner on HubSpot or Salesforce? We work on that stack. No systems owner? Our own product, Revenue CRM, is on page 6.

How we work: diagnosis, redesign project, then ongoing support

We work as part of your team, from strategy through implementation and adoption.



How engagements are run

Defined end condition

We agree adoption measures at the start and work until they are met. Scope is reviewed regularly.

Japan knowledge built in

Buying process, approval dynamics, and trust expectations shape the design from the start.

Bilingual delivery

English with you, Japanese with your Japan team, so less gets lost in translation.

Start with a diagnosis, with no obligation to continue. Services are numbered as on page 4.

Ranges exclude consumption tax and depend on scope, duration, and requirements.

Our product: Revenue CRM, for teams without a systems owner

What 40+ rollouts taught us about a sales system that gets used, turned into a product. Launched September 28, 2026.

1

AI drafts, a person approves

Business cards, notes, and meeting transcripts become draft records. A person reviews them before saving.

2

Automations work inside the team

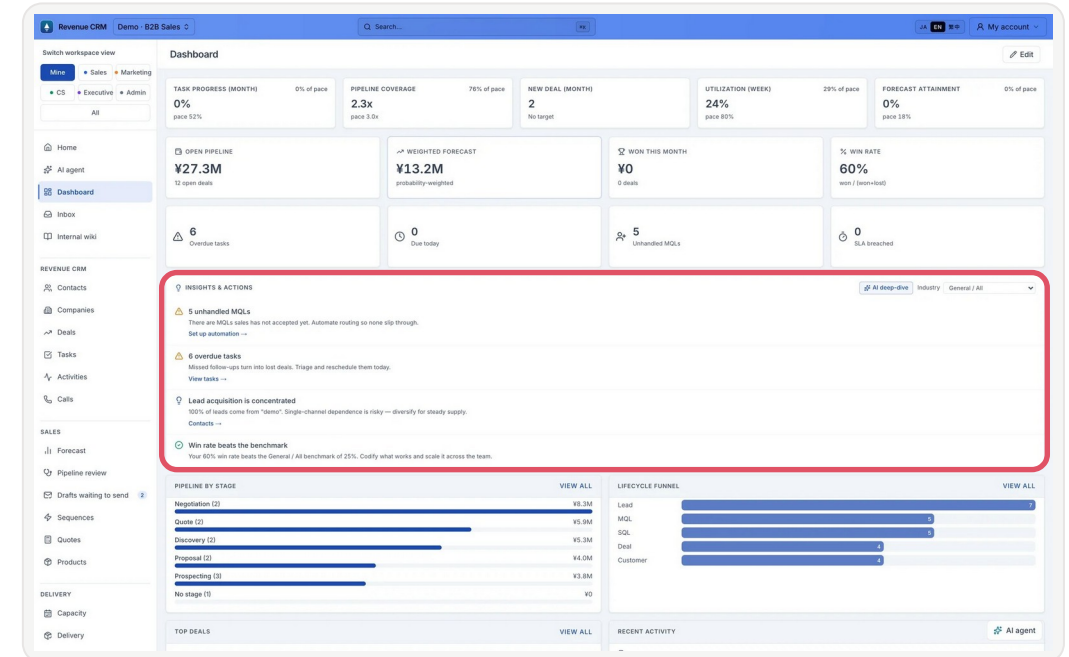
175 automations create internal alerts and tasks.
Customer emails go only from flows a person turns on.

3

Three languages, one workspace

English, Japanese, and Traditional Chinese.
HQ and the Japan team read the same data.

¥3,000 per user per month (tax excl.). No setup fee. 30-day free trial.
Import from your spreadsheets; no system-to-system migration project.



Highlighted: Insights & Actions. Demo workspace, English UI (October 2026).

Data and security

Data stored in Tokyo. AI processing in the US by Anthropic, OpenAI, and Google, under terms that bar training on your data. Two-factor authentication.
Not yet available: SAML/OIDC single sign-on, uptime SLA, ISO 27001, P-mark.

Track record: 40+ rollouts, and our own product launched Sep 2026

Experience figures are founder Seiko Yamaguchi's, including her independent years. Product figures are the company's.

40+

companies supported on
sales and marketing
system rollouts

11 years

in B2B marketing

8 years

in HubSpot and Salesforce
implementation

2015

independent since 2015;
Consilegy LLC founded 2025

Selected clients

Kaizen Platform · Nishikawa Co., Ltd.

Industries

SaaS, consulting, healthcare, retail, entertainment, and cross-border B2B.
White-label engagements are described by industry only.

Pilot company names are not disclosed.



Revenue CRM

Launched September 28, 2026,
announced on PR TIMES.

4 pilot companies as of October 2026.

Selected work: from scattered leads to a pipeline HQ can read

Each engagement moved judgment and process out of individual heads and into a system the team runs.

HUBSPOT

Closing the gap between lead volume and revenue

Problem

Lead volume grew but revenue didn't follow. Handoff to sales was inconsistent, with no shared criteria.

Work

Standardized lead scoring, defined handoff rules, and restructured pipeline stages with clear ownership.

Result (qualitative)

Consistent lead-to-opportunity conversion, with pipeline visible by source and stage.

JAPAN GTM FROM SCRATCH

Building a revenue foundation for a new AI business

Problem

No defined ICP, no sales and marketing system, no lead process, no messaging for the Japan market.

Work

Defined the ICP and Japan-specific messaging; built the system with automation and lead flow design.

Result (qualitative)

A revenue system to support the initial sales motion and measure early pipeline.

HUBSPOT MIGRATION

Redesigning a complex marketing stack

Problem

Disconnected tools made it impossible to track campaigns to revenue. Data was fragmented across systems.

Work

HubSpot migration, data integration, and an attribution model redesign connecting campaigns to pipeline.

Result (qualitative)

Unified marketing data, clear campaign-to-revenue visibility, and a sustainable operating model.

Customer names are published only with each customer's permission. No figures are published for these engagements.

Founder: Seiko Yamaguchi

Founder & CEO, Consilegy LLC. Bilingual in Japanese and English, working directly with both sides of global-Japan teams.



Seiko Yamaguchi
山口 聖子

Seiko began her career in IT consulting and has run an independent practice since 2015, advising companies across Tokyo on marketing strategy, sales and marketing system implementation, and project management, with a focus on Japan-facing and cross-border B2B.

11 years in B2B marketing. 8 years in HubSpot and Salesforce implementation. Supported sales and marketing system rollouts at 40+ companies, including Kaizen Platform and Nishikawa.

She founded Consilegy LLC in May 2025 to bring that work together in a firm for Japan-facing revenue architecture. Her work sits between strategy and execution, backed by a PMBOK-based project management background and hands-on delivery.

Certifications

- HubSpot Marketing Software
- Google Analytics IQ; Google Ads (Search, Display, Video, Shopping, Measurement)

Speaking

- SusHi Tech Tokyo 2026: The Complete Masterclass for Japanese Startups (IdeaBoxes, Apr 2026)
- The "Next Action" Workflow: AI + Human Oversight for Lead Response (Bizibl, Apr 2026)
- How to Sell Automation, Demo Day (Fukuoka Startup Collective, Oct 2025)

LinkedIn: [linkedin.com/in/seiko-yamaguchi](https://www.linkedin.com/in/seiko-yamaguchi)

Why we do this: give society more choices

When the structure is visible, choices open up.

PURPOSE

More choices

Companies that can't move forward aren't short on ambition. They can't see which paths are open.



MEANS

A 48-hour day

What stops a choice is usually time and hands. So we work as part of your team: your 24 hours plus ours.



TOOL

Revenue CRM

What we learn in engagements becomes a product we share with more companies.

Company facts and what we believe

Founded in Tokyo in May 2025, building on the founder's independent practice since 2015.

Company name	Consilegy LLC / Consilegy 合同会社
Founded	May 12, 2025
Representative	Seiko Yamaguchi, Founder & CEO
Location	R-Cube Aoyama 3F, 1-3-1 Kita-Aoyama, Minato-ku, Tokyo 107-0061, Japan
Corporate number	2010403035111
Business	Revenue architecture, Japan GTM, system implementation and adoption, Revenue CRM
Publications	B2B Revenue Strategy Journal (media.consilegy.com/en), Revenue CRM Guides
Contact	info@consilegy.com · consilegy.com/en

What we believe

Decide with hypotheses and data

Measurable assumptions over vague opinions.

Tie work to outcomes

We define what success looks like before we start.

Test small and learn fast

Reversible steps and clear signals over overbuilt plans.

Take responsibility for delivery

We care whether the thing actually works.

Next step: tell us where Japan execution is stuck

We work in English end to end.

TALK TO US

info@consilegy.com

consilegy.com/en/contact

A diagnosis is the usual first step:
from ¥100K (tax excl.), with no
obligation to continue.



READ

consilegy.com/en

Services, case studies, and the B2B Revenue Strategy Journal.

TRY

crm.consilegy.com/demos

Sample data, English UI. An email address opens it.

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LinkedIn: [linkedin.com/in/seiko-yamaguchi](https://www.linkedin.com/in/seiko-yamaguchi)