



## Presales Engineer - Japan | プリセールスエンジニア

海外本社でのトレーニング、国内外の出張あり！旅行が好きな方におすすめ

## Job Information

**Hiring Company**

MCE Systems Ltd.

**Subsidiary**

MCE Systems

**Job ID**

1462151

**Industry**

IT Consulting

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience ~ 9 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Refreshed**

December 23rd, 2024 04:00

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Native

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

## Job Description

**Role Overview**

We are looking for a highly motivated and experienced Japanese Presales Engineer to join our team. The ideal candidate will have a strong technical background.

The primary responsibility will be to work with our sales team to develop and deliver technical presentations and

demonstrations to potential customers in Japan. The successful candidate will also be responsible for providing technical and presales support to our customers before and after the sale.

In addition to the technical skills, the ideal candidate will also have strong communication and interpersonal skills. They will be able to build relationship with customers and partners, and they will be able to explain complex technical concepts in a clear and concise way.

### Responsibilities

- Meet customers face to face and perform a full SW demonstration
- Develop and deliver technical presentations and demonstrations to potential customers in Japan
- Troubleshooting issues and escalating to the appropriate team when needed
- Help with the installation process of new and advanced products
- UAT testing of new versions on customer's environment
- Work closely with the Technical Account Managers to implement and release code to clients
- Conduct regular meetings with the Technical Account managers to review immediate and long-term customer needs.
- Build relationships with key partners in the Japanese market Investigations of issues rising from the customers.
- Writing instruction guides and testing documentations.

### MCE Systems

We are founded in 2005 in Israel's Tel Aviv we pioneered Device Lifecycle Management (DLM) solutions. We have been engaging in a strong business ties with Japan via distributors, and given the growth of our activities, including with NTT Docomo, SoftBank, Marubeni, Itochu, JCOM, now we are looking to open a Joint Venture in 6-9 month from now. So it will be a great timing to join us! Why?

1. You will get the first-hand experience as MCE Systems' starting team in Japan
2. Enjoy working under the full time freelance system, where you'll have the benefits of a full time and a flexibility of a freelancer
3. You will play an important role in connecting Japan with Tel-Aviv HQ and the rest of the MCE Systems world-wide team

### Required Skills

#### Must Have:

- Professional English technical, spoken, written (communicate with HQ and customers in Japan)
- Good understanding of IT and technology
- Basic understanding of software architectures
- Willingness to travel periodically based on customer and business need (Domestic and international trips)
- Ability to actively drive problems to resolution
- Ability to own issue resolution, root cause analysis and remediation
- Ability to interact with clients, management and peers in an appropriate, professional manner
- Ability to work independently and self-study
- Team player

#### Advantage to have:

- Experience in the Telecommunication Industry (huge benefit)
- Adaptable to a rapidly changing environment
- Experience in QA and or project management
- Experience in Logistic/Warehouse Environments
- Experience in Retail Environments
- Proficiency in MS Office Applications (Word, Excel, PowerPoint)
- Additional language

#### \*Working conditions

- Employment type will be full time freelance up until the Joint Venture is up and running (all work-related expenses and salary will be paid by invoice system)
- If permanent full time status is needed, we are open to discuss
- Once active in the role, willing to travel within Japan

### Company Description