



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

April 21st, 2025 06:00

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
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Company Description