



Michael Page

www.michaelpage.co.jp

Cybersecurity Solutions Engineer@ Cybersec Company(~15M)

Cybersec Pre-sales @Cybersec Company

Job Information

Recruiter

Michael Page

Job ID

1482587

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 15 million yen

Refreshed

June 18th, 2024 18:33

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As a pre-sales engineer you will be leading solution-based proposals, you will be responsible for analyzing the customer and partners needs and manage relationships. This is a fantastic chance for someone looking to advance their career by becoming an expert in industry trends, competitor analysis, and customer needs research, contributing to the development and improvement of the company's product roadmap, positioning, and communication strategies.

Client Details

The company is one of the most famous Cybersecurity providers. They specialize in Cyber Defense and they provide their services across 40+ different countries.

Description

Job Description:

- Conduct research on industry trends, competitor activities, and customer needs to refine and improve the company's product roadmap, positioning, and communication strategies.
- Formulate and implement opportunity plans in collaboration with Sales and System Engineers.
- Develop proposals, and organize and conduct product demonstrations for clients and partners.
- Evaluate opportunity requirements and communicate them to the Product team for prioritization.
- Create comprehensive documentation for internal and external stakeholders.
- Develop training materials and conduct sessions to enhance sales team capabilities.
- Champion the company's cybersecurity products and services.
- Work with stakeholders across the organization to coordinate product and service launches, including updates and new features.
- Create compelling marketing materials to support lead generation, sales enablement, and customer engagement, such as presentations, case studies, blog posts, videos, and webinars.
- Oversee forecasts as a Solution Specialist.

Job Offer

*Open culture and innovative environment

*Global environment (chance to use English) and

*Competitive salary

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Samantha Galeana on +813 6832 8971.

Required Skills

*Must be located in Japan

Requirements

- Experience as a Pre-sales engineer or as a System Engineer in the cybersecurity industry.
- Extensive knowledge of various cybersecurity technologies and the ability to present them effectively to clients and partners in both Japanese and English.
- Demonstrated ability to articulate the business value of complex enterprise solution.
- Experience in managing business or product enablement initiatives

Company Description

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