



Solution Architect

Job Information

Recruiter

Advisory Group K.K.

Job ID

1490032

Industry

Internet, Web Services

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 18 million yen

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Key Responsibilities:**1. Solution Development:**

- Collaborate with internal account teams and clients to understand their business requirements.
- Design scalable IT service solutions that align with clients' strategic goals and best practices.
- Provide expertise on IT service delivery models, vendor selection, and service optimization.
- Develop and present compelling value propositions and create detailed SOWs for clients and partners.

2. Reporting & Governance:

- Ensure adherence to corporate Delegation of Authority (DoA) throughout the solution cycle.
- Engage in all gate reviews during the deal flow, ensuring milestones are tracked in D365.

3. Continuous Improvement:

- Stay updated on industry best practices and evolving client demands.
- Seek feedback to improve solution quality and win rates.

- Identify opportunities to streamline and automate solution development.
- Contribute to the enhancement of solution templates, tools, and resources.

Requirements:

- Fluent in Japanese with business-level English skills.
- Bachelor's degree in business, technology, or related field; MBA is a plus.
- 5+ years of experience in solution architecture, SOW development, business development, or managed/professional services in the IT services industry.
- Experience in Managed Services, particularly focused on PC & Infrastructure, is preferred.
- Strong negotiation, communication, prioritization, and problem-solving skills.
- Proficiency in Microsoft Office Suite and Microsoft Dynamics 365.
- Ability to work within a global, matrixed team across different time zones and cultures.

Company Description