

PLAYBOOK

Solutions Engineer

Job Information

Recruiter

[Playbook](#)

Hiring Company

EHS Software Vendor

Job ID

1493106

Industry

Other (Medical, Pharmaceutical)

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 11 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

October 1st, 2024 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are currently working with the number 1 provider of software, data and consulting to help enterprises manage environmental, health, safety and broader sustainability/ESG requirements and risks in the world.

Our client is looking for a Solutions Consultant/Engineer in Japan

Job Brief

- The Solution Engineer understands how software and technology is used to help solve complex business challenges.
- The solution engineer is not directly selling software to clients, but is a part of the sales organization, supporting software sales in various activities throughout the sales cycle.
- The Solution Engineer is an integral role in helping Sphera meet revenue targets whilst assisting clients meet their business objectives. General Responsibilities
- Meeting with prospective customers to thoroughly understand their business objectives.
- Value assessment with prospective customers to help identify prospect business pains and map to our solutions.
- Consulting with customers to help internal business cases and create a successful value proposition, justifying the investment needed.
- Conducting software demonstrations, technical and sales-oriented presentations to prospective customers showcasing software benefits to client objectives
- Work directly with product management delivering feedback to drive innovation. • Liaising with implementation teams to help prepare project for success.
- Helping account executives and sales managers develop strategies for sales opportunities with proven best practice methodologies.
- Helping coordinate and complete tender documentation such as RFI, RFP, RFQ etc. from clients.
- Support marketing activities by presenting as an expert on webinars, submitting papers to publications and speaking at industry conferences.
- Internal team support strategies for internal training, technology maintenance, subject matter thought leadership.
- Position requires travel 10-20% onsite to a client, international trips are required on occasion.

Required Skills

Qualifications and Requirements

- BS/BA in Chemical engineering, biology, toxicology, computer science, or relevant field of study within Product Stewardship
- Preferred experience with enterprise software in related domain • Subject matter expertise within Product stewardship topics including but not limited to:
- Hazard Communication and Labelling • Chemical Management Regulations (GHS, TSCA, REACH, etc..)
- SDS Authoring
- Chemical inventory management
- LCA
- Regulatory submissions
- BS/BA in engineering, computer science, supply chain/commerce, occupational safety or relevant field of study within Operational Risk Management

Company Description