



# 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**

November 26th, 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.

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### **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

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### **Company Description**