



PLAYBOOK

Technical Solutions Consultant/Engineer

Job Information

Recruiter

[Playbook](#)

Hiring Company

Application and Cybersecurity Global Vendor

Job ID

1493109

Industry

IT Consulting

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

10 million yen ~ 20 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

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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

The Company:

- Headquartered in Dallas, Texas

- 3,000+ staff globally. Established APJ footprint with a team of 35 in Australia
- Strong footprint in Japan, with customers across Banking, Enterprise and Government.
- HSM is their primary business in Japan, followed by Identity/PKI

Senior Technical Sales Consultant

- The Senior Technical Sales Consultant is our evangelist for digital identity solutions in the Japan market.
- This position requires working closely with company's sales personnel through formal technical presentations and moderate to complex technical design assistance of company's products to existing and prospective customers.
- The Technical Sales Consultant is expected to be highly technical, demonstrating experience across multiple technology segments such as virtualization, data security (encryption and key management), PKI, Identity and public and private cloud.
- A working knowledge of current company's Solutions will be critical in positioning company's solutions to both end customers and channel partners.
- The Technical Sales Consultant also provides technical company's product information at exhibitions and speaking engagements

Responsibilities:

- Works closely with Sales Teams as a technical sales consultant for our Digital Security Solutions during sales calls and sales meetings across the territory.
- Ensures the pre-sales technical endorsement/presentation of company's products within target accounts.
- Provides design advice and technical guidance to sales personnel and clients in the application of products.
- Develops and delivers presentations, demonstrations, technical proposals, and proof-of-concept tests that educate the customer and demonstrates the value of company's solutions.
- Answers technical questions and assists customers in understanding the integration of company's products into their existing technical infrastructure.
- Serves as the focal point for all technical responses to the customer in a pre-sales environment.
- Reviews impact of new company's product releases, new product features, delivery schedules, and competitor offerings with sales personnel.
- Gathers ongoing prospect/customer feedback and related information. Provides feedback to company's design and production personnel.
- Assists in the preparation of client sales proposals. Provides technical descriptions and content for proposals in response to RFPs & RFIs.
- Identify, qualify, and define potential Professional Services opportunities with the assigned accounts.
- Represents the company at technical exhibitions, conferences, and speaking engagements to assist in explaining technical and performance information.
- Trains Channel Partners
- Assists with remote and field-based product installations, problem resolution and general technical support.

Required Skills

Basic Qualifications:

- Degree in Computer Science, or equivalent combination of school qualifications and IT industry experience
- Minimum 10 years pre-sales working experience for an enterprise software or IT security company (some experience working with channel/partner is required) with a proven track record and demonstrable skills at presenting technical information at the business executive level or at the architect level
- Strong background in at least IT Security or Data Protection (encryption, digital certificates, HSM, digital signature, etc.) is a must.
- Current knowledge of Public Key Infrastructure (PKI) and 2nd factor authentication technologies/solutions
- Knowledge of all popular operating systems, networking infrastructures, and web/client and web server environments
- Hands-on technical competence with integrating server end security products
- Excellent written and verbal communication skills in Japanese and English, including excellent presentation skills
- Excellent analytical, and problem-solving skills
- Must be able to lawfully work within the assigned territory.
- Language : Business level English and Native level Japanese

Company Description