

Mode – Solutions Engineer

AI Engineering Manager

Job Information

Recruiter

Next Move K.K.

Job ID

1503274

Industry

Digital Marketing

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience ~ 10 million yen

Refreshed

November 12th, 2024 10:55

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Responsibilities

MODE is seeking a highly skilled and motivated IoT Solutions Engineer to join our dynamic team. As an IoT Solutions Engineer, you will play a crucial role in driving the success of our IoT business by providing specialized technical expertise, designing innovative IoT solutions, and collaborating with both internal teams and clients. You will be responsible for understanding customer IoT requirements, proposing cutting-edge solutions, and ensuring the seamless implementation and integration of our IoT platform products or services.

- Understand customer IoT requirements: Collaborate with clients to gather in-depth understanding of their IoT technical needs, challenges, and objectives. Analyze and document IoT requirements to develop a comprehensive understanding of their business processes and identify opportunities for IoT integration.
- Design customized IoT solutions: Utilize your specialized knowledge of IoT technologies, protocols, and platforms to design

tailored IoT solutions that address customer requirements. Develop IoT solution architectures, data models, and technical specifications to ensure successful implementation and integration.

- Present and demonstrate IoT solutions: Effectively communicate and present proposed IoT solutions to both technical and non-technical stakeholders. Conduct IoT product demonstrations and articulate the unique value proposition of our IoT solutions, addressing any concerns or questions raised by the client.
- Collaborate with internal teams: Work closely with cross-functional teams, including customer project managers, service architects, and other software engineers, to ensure alignment and successful delivery of IoT solutions. Act as a liaison between clients and internal teams to relay customer feedback, provide technical insights, and drive continuous improvement of our IoT platform offerings..
- Technical implementation and integration: Oversee the implementation and integration of IoT solutions, working closely with the implementation team. Provide guidance and support during the deployment phase, ensuring adherence to IoT best practices and quality standards.
- Troubleshooting and issue resolution: Act as a technical point of contact for clients, addressing any IoT-related technical issues or concerns that may arise during or after implementation. Collaborate with the support team to troubleshoot and resolve IoT issues in a timely manner, ensuring customer satisfaction.
- Stay up-to-date with IoT trends: Continuously research and stay abreast of the latest IoT technologies, standards, and industry trends. Actively contribute to the enhancement of our IoT platforms and methodologies based on customer feedback, market insights, and your specialized IoT expertise.

Required Skills

Skills & Requirements

Minimum requirements

- Proficiency in programming languages commonly used in cloud software development, with a strong emphasis on JavaScript and/or TypeScript.
- Strong technical background in cloud software technologies, protocols, and platforms (e.g., AWS, Azure).
- Experience of using Linux (or Linux-like) environment for development.
- Experience using Git and GitHub for version control and collaboration.
- Business communication skills with the ability to effectively communicate and present complex IoT concepts to both technical and non-technical audiences.
- Strong collaboration and interpersonal skills to work effectively in cross-functional teams and build relationships with clients.
- Willingness to travel occasionally to client sites for meetings and project-related activities.
- Proficiency in English reading and writing skills, equivalent to a TOEIC score of 600 or higher, and willingness to continuously improve communication skills.
- Business level Japanese

Preferred requirements

- Strong technical background and specialized knowledge of IoT technologies such as MQTT, edge technologies (e.g., embedded Linux, Bluetooth, USB).
- Proven experience as a Solutions Engineer, Sales Engineer, or similar role in the IT/IoT domain, and a customer-centric mindset.
- Experience using Go language for development.
- Knowledge of gateway (edge) computing in an IoT context.
- Problem-solving mindset with the ability to analyze complex IoT requirements and propose innovative solutions.
- Ability to adapt to a fast-paced business environment, manage multiple priorities, and meet deadlines.

Company Description