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Pre-sales / Solution Architect

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Job Information

Recruiter
[Michael Page](#)
Job ID

1511432

Industry

IT Consulting

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Refreshed

December 18th, 2024 17:48

General Requirements

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

We are looking for an experienced Solution Architect to be part of the Solutions team where the team's goal is to create and propose solutions to new and existing clients and expand company's business. You will be responsible of designing and deliver application services solutions that answer client's business needs.

Client Details

Our client is a US-base IT services provider specializing in application services, legacy modernization, and innovative solutions such as Agile development, DevSecOps, and microservices architecture. The company fosters a collaborative culture where employees can thrive and make impactful contributions. In Japan, company business is growing fast and strong with trust from repeated clients who are leading giant enterprises.

Description

You will be leading the technical solution proposal from identifying business opportunity with clients, propose solutions that meet client business needs and budget, to negotiating contract.

- Engage with clients to understand business objectives, identify challenges, and validate solution options.
- Design solution strategies that align with client needs, covering technical, financial, and delivery aspects.
- Lead and present business transformation plans using PowerPoint, showcasing the value and outcomes of proposed solutions.
- Develop application services strategies in areas such as Agile development, cloud applications, API integration, and testing assurance.
- Collaborate with delivery team to ensure alignment between solutions and client requirements.
- Build strong relationships with client C-level.
- Foster partnerships with vendors.
- Stay updated with emerging digital technologies and industry trends, integrating them into client solutions.
- Provide mentorship and guidance to delivery teams during solution execution.

Job Offer

- **Compensation:** Competitive salary based on experience and skills, with opportunities for bonuses and incentives.
- **Work Environment:** Collaborative and inclusive culture with flexible remote work.
- **Growth Opportunities:** Access to continuous learning programs, professional certifications, and leadership pathways.
- **Other benefits:** attractive pension plan, special leaves, employee welfare and benefits service.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Mana Chuabangon +81 3 6627 6080.

Required Skills

- 10+ years of experience in application services, with at least 5 years in solution architecture, delivery, or pre-sales.
 - Strong storytelling skills to articulate the business value of solutions. Experience proposing IT application managed services.
 - Native level Japanese to communicate with clients in Japan
 - Business-level English to communicate internally with reporting line.
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Company Description

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