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Partner Enterprise Solution Architect (Manager or Director)

Sr. Partner Solution Architect

Job Information

Recruiter
[Michael Page](#)
Job ID

1518816

Industry

IT Consulting

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

January 29th, 2025 16:38

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Partner Enterprise Solution Architect is responsible for leading pre-sales, defining strategies, and designing multi-platform solution architecture. You will work closely with global partners of cloud-base enterprise applications while collaborating with Japan regional sales teams and global technical teams.

Client Details

Our client is an American Fortune 500 global leader in technology services, specializing in enterprise digital transformation, customer experience and multi-cloud solutions. With a strong focus on innovation and collaboration, the company partners with top global technology providers to deliver integrated, high-impact business solutions.

Description

- Drive pre-sales, solution consulting, and enterprise architecture for key partner platforms.
- Design, build, and optimize solutions using cloud, CRM, AI, RPA, and CaaS technologies.
- Develop enterprise-wide architectures that align business objectives with technical solutions.

- Support customers in digital transformation, automation, and AI integration strategies.
- Lead discussions with senior stakeholders, both internal and client-facing, to define strategic IT roadmaps.
- Collaborate with cross-functional teams, including regional sales, engineering, and technical leadership.
- Ensure partner engagement, success, and value realization to drive renewals and expansion.
- Create architecture design documents and technical solution blueprints.

Job Offer

- **Compensation:** Competitive salary and performance-based incentives. Stock option.
- **Career Growth:** Work with global technology leaders and advance your expertise in enterprise architecture.
- **Work Flexibility:** Flexible remote work (There will be client business visits in Tokyo area.)
- **Benefits:** Comprehensive health insurance, retirement plans, and professional development programs.

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

- Strong experience in enterprise architecture, solution consulting, or technology pre-sales.
 - Expertise in at least one of partners' technologies:
 - Hyperscalers (AWS, Azure, Google)
 - CaaS platforms (Amazon Connect, Genesys, NICE)
 - CRM & ERP (Salesforce, SAP, Adobe)
 - AI, RPA, and data platforms (Databricks, Automation Anywhere, Kore.ai, etc.).
 - Experience in designing multi-application architectures for enterprise clients.
 - Great communication skill. Fluent in both Japanese and English.
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Company Description

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