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Sr. Solution Consultant - Supply/Demand Planning Solutions

Sr. Solution Consultant - SCM

Job Information

Recruiter
[Michael Page](#)
Job ID

1526597

Industry

Software

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 25 million yen

Refreshed

March 13th, 2025 17:07

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Join a fast-growing global **Supply Chain / Demand Planning SaaS company** as a **Senior Solutions Consultant (Pre-Sales)**. You will lead client discussions, demonstrate enterprise planning solutions, and support the sales team in delivering customised presentations.

Client Details

Our client is a leading enterprise cloud-base software provider specialising in AI/ML-driven supply chain and demand planning solutions for global companies across industries. Their advanced platform is trusted by some of the world's most recognised brands, enabling smarter decision-making and operational efficiency.

The company operates with a high-energy, values-driven, and people-centric culture, aiming to be the most valuable partner to clients. With leading enterprise clients in Japan and major global enterprises in all continents, the company's business is growing rapidly.

Description

- Engage with potential clients to understand their business challenges and demonstrate the value of the company's solutions.
- Lead discovery sessions and tailor presentations to showcase how the solution addresses specific industry needs.
- Collaborate with sales, industry experts, and technical teams to design and execute proof-of-concepts.
- Manage RFP responses and create compelling demo scenarios to advance sales opportunities.
- Act as a trusted advisor, providing thought leadership and industry insights to prospects.

Job Offer

- Competitive salary & stock options for eligible candidates.
- Fast-growing, international environment with an entrepreneurial culture.
- Flat organization - work with talented teams in a collaborative setting.
- Work-life balance - hybrid remote & flextime.
- Other compensation & benefits: defined contribution pension, work-from-home budget, generous PTO, complete package health insurance, etc.

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 expertise in **Supply Chain Planning** and enterprise planning applications.
- Excellent **presentation skill** and story-telling skill, with the ability to engage C-level executives.
- Good to have background in similar positions such as pre-sales, solution consulting, or enterprise software sales.
- **Fluency in Japanese** (Native or N1 level) and **Business level English**.

Company Description

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