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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.

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#### 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**.
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#### Company Description

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