



Client Integration & Support Engineer

Job Information

Hiring Company

IDEMIA Japan K.K.

Subsidiary

IDEMIA JAPAN

Job ID

1528030

Industry

System Integration

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shibuya-ku

Salary

6.5 million yen ~ 8.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

March 19th, 2025 17:39

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 75%)

Minimum Japanese Level

Native

Minimum Education Level

Post Grad Degree (PHD/MBA etc)

Visa Status

Permission to work in Japan required

Job Description

- To assist the Regional Director of Sales in promoting the capabilities of the IDEMIA products and solutions during customer meetings.
 - Answer technical questions and highlight IDEMIA's key differentiators.

- Participate in demonstrations to show how the IDEMIA products and solutions can fulfil the customers' requirements.
 - Provide support on the IDEMIA Biometric devices to our partners and system integrators during all stages of a proof of concept.
 - Fully understand the requirements for the proof of concept.
 - Support the partner/systems integrator with the setup of IDEMIA products & solutions prior to the start of the proof of concept.
 - Be the main technical contact on the IDEMIA products & solutions during the proof of concept.
 - Attend regular meetings with the system integrator to understand the progress of the proof of concept.
 - Assist the Director of Sales in defining the best product fit and solution architecture to meet the customer requirements for key projects.
 - Collaborate with the partner, SI and customer to fully understand their requirements.
 - Present the proposed solution to the partner, SI & Customer and answer technical questions around the proposed solution.
 - Act as the technical Voice of the Customer to identify and articulate key evolutions of IDEMIA products & solutions to Product Management
 - Develop awareness of competitor products and positioning, provide to Product Management product evolutions required to meet market demands and market evolutions
 - In close cooperation with Client Integration & Support Manager APAC & India and Regional Sales Director, keep track to final resolution of technical issues which impact customer operations.
 - Provide weekly & monthly reports of activities to the Client Integration & Support Manager APAC & India.
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Required Skills

- 2 to 5 years of relevant experience in a technical position with a strong customer focus/interaction.
 - Master's degree (IT/Electronics Engineer) preferred or equivalent work experience.
 - Experience of Physical & Logical Access Solutions would be an advantage.
 - Experience of working with Linux would also be an advantage.
 - Good understanding of English (Written & Spoken).
 - Possess strong problem-solving skills and a proven ability to communicate issues and solutions.
 - Be proactive to identify and anticipate client (end user customers/system integrators) needs and make recommendations for implementation.
 - Able to work under pressure
 - Demonstrated verbal (including presentation in person and remote) and writing communication as well as excellent listening skills.
 - Have experience in working collaboratively with business partners to effectively resolve problems
 - Be self-directed and self-motivated as well as accountable for results.
 - Excellent organization and time management skills which includes planning, organizing, and prioritizing with attention to detail;
 - Able able to understand and manage conflicting priorities.
 - Able to build trusting relationships in order to gain support and achieve results, at all levels of the Organization; must be able to Work in a team environment and to partner/interface with peers, sales staff and field technicians
 - Proficient in Microsoft Word, Excel and PowerPoint.
 - Be available and willing to travel.
 - Have ability to submit accurate and timely reports as needed
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Company Description