



Presales Engineer - Japan | プリセールスエンジニア

海外本社でのトレーニング、国内外の出張あり！旅行が好きな方におすすめ

募集職種

採用企業名

MCE Systems Ltd.

支社・支店

MCE Systems

求人ID

1462151

業種

ITコンサルティング

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談 ~ 900万円

ボーナス

固定給+ボーナス

更新日

2025年01月20日 03:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

日本語レベル

ネイティブ

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

Role Overview

We are looking for a highly motivated and experienced Japanese Presales Engineer to join our team. The ideal candidate will have a strong technical background.

The primary responsibility will be to work with our sales team to develop and deliver technical presentations and

demonstrations to potential customers in Japan. The successful candidate will also be responsible for providing technical and presales support to our customers before and after the sale.

In addition to the technical skills, the ideal candidate will also have strong communication and interpersonal skills. They will be able to build relationship with customers and partners, and they will be able to explain complex technical concepts in a clear and concise way.

Responsibilities

- Meet customers face to face and perform a full SW demonstration
- Develop and deliver technical presentations and demonstrations to potential customers in Japan
- Troubleshooting issues and escalating to the appropriate team when needed
- Help with the installation process of new and advanced products
- UAT testing of new versions on customer's environment
- Work closely with the Technical Account Managers to implement and release code to clients
- Conduct regular meetings with the Technical Account managers to review immediate and long-term customer needs.
- Build relationships with key partners in the Japanese market Investigations of issues rising from the customers.
- Writing instruction guides and testing documentations.

MCE Systems

We are founded in 2005 in Israel's Tel Aviv we pioneered Device Lifecycle Management (DLM) solutions. We have been engaging in a strong business ties with Japan via distributors, and given the growth of our activities, including with NTT Docomo, SoftBank, Marubeni, Itochu, JCOM, now we are looking to open a Joint Venture in 6-9 month from now. So it will be a great timing to join us! Why?

1. You will get the first-hand experience as MCE Systems' starting team in Japan
2. Enjoy working under the full time freelance system, where you'll have the benefits of a full time and a flexibility of a freelancer
3. You will play an important role in connecting Japan with Tel-Aviv HQ and the rest of the MCE Systems world-wide team

スキル・資格

Must Have:

- Professional English technical, spoken, written (communicate with HQ and customers in Japan)
- Good understanding of IT and technology
- Basic understanding of software architectures
- Willingness to travel periodically based on customer and business need (Domestic and international trips)
- Ability to actively drive problems to resolution
- Ability to own issue resolution, root cause analysis and remediation
- Ability to interact with clients, management and peers in an appropriate, professional manner
- Ability to work independently and self-study
- Team player

Advantage to have:

- Experience in the Telecommunication Industry (huge benefit)
- Adaptable to a rapidly changing environment
- Experience in QA and/or project management
- Experience in Logistic/Warehouse Environments
- Experience in Retail Environments
- Proficiency in MS Office Applications (Word, Excel, PowerPoint)
- Additional language

※Working conditions

- Employment type will be full time freelance up until the Joint Venture is up and running (all work-related expenses and salary will be paid by invoice system)
- If permanent full time status is needed, we are open to discuss
- Once active in the role, willing to travel within Japan

会社説明