![CareerCross]

![Michael Page    www.michaelpage.co.jp]

## Cybersecurity Solutions Engineer@ Cybersec Company(〜15M )

**Cybersec Pre-sales @Cybersec Company**

## 募集職種

**人材紹介会社**
マイケル・ペイジ・インターナショナル・ジャパン株式会社

**求人ID**
1482587

**業種**
ソフトウエア

**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**
900万円 ~ 1500万円

**更新日**
2024年06月18日 18:33

## 応募必要条件

**職務経験**
1年以上

**キャリアレベル**
中途経験者レベル

**英語レベル**
ビジネス会話レベル

**日本語レベル**
流暢

**最終学歴**
大学卒： 学士号

**現在のビザ**
日本での就労許可が必要です

## 募集要項

As a pre-sales engineer you will be leading solution-based proposals, you will be responsible for analyzing the customer and partners needs and manage relationships. This is a fantastic chance for someone looking to advance their career by becoming an expert in industry trends, competitor analysis, and customer needs research, contributing to the development and improvement of the company's product roadmap, positioning, and communication strategies.

**Client Details**

The company is one of the most famous Cybersecurity providers. They specialize in Cyber Defense and they provide their services across 40+ different countries.

**Description**

**Job Description:**

- Conduct research on industry trends, competitor activities, and customer needs to refine and improve the company's product roadmap, positioning, and communication strategies.
- Formulate and implement opportunity plans in collaboration with Sales and System Engineers.
- Develop proposals, and organize and conduct product demonstrations for clients and partners.
- Evaluate opportunity requirements and communicate them to the Product team for prioritization.
- Create comprehensive documentation for internal and external stakeholders.
- Develop training materials and conduct sessions to enhance sales team capabilities.
- Champion the company's cybersecurity products and services.
- Work with stakeholders across the organization to coordinate product and service launches, including updates and new features.
- Create compelling marketing materials to support lead generation, sales enablement, and customer engagement, such as presentations, case studies, blog posts, videos, and webinars.
- Oversee forecasts as a Solution Specialist.

**Job Offer**

*Open culture and innovative environment

*Global environment (chance to use English) and

*Competitive salary

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Samantha Galeana on +813 6832 8971.

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## スキル・資格

*Must be located in Japan

Requirements

・Experience as a Pre-sales engineer or as a System Engineer in the cybersecurity industry.

・Extensive knowledge of various cybersecurity technologies and the ability to present them effectively to clients and partners in both Japanese and English.

・Demonstrated ability to articulate the business value of complex enterprise solution.

・Experience in managing business or product enablement initiatives

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## 会社説明

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