



Solution Architect

募集職種

人材紹介会社
Advisory Group株式会社

求人ID
1490032

業種
インターネット・Webサービス

雇用形態
正社員

勤務地
東京都 23区

給与
1000万円 ~ 1800万円

更新日
2024年09月20日 01:00

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
ビジネス会話レベル

日本語レベル
ネイティブ

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

Key Responsibilities:

1. Solution Development:

- Collaborate with internal account teams and clients to understand their business requirements.
- Design scalable IT service solutions that align with clients' strategic goals and best practices.
- Provide expertise on IT service delivery models, vendor selection, and service optimization.
- Develop and present compelling value propositions and create detailed SOWs for clients and partners.

2. Reporting & Governance:

- Ensure adherence to corporate Delegation of Authority (DoA) throughout the solution cycle.
- Engage in all gate reviews during the deal flow, ensuring milestones are tracked in D365.

3. Continuous Improvement:

- Stay updated on industry best practices and evolving client demands.
- Seek feedback to improve solution quality and win rates.

- Identify opportunities to streamline and automate solution development.
- Contribute to the enhancement of solution templates, tools, and resources.

Requirements:

- Fluent in Japanese with business-level English skills.
- Bachelor's degree in business, technology, or related field; MBA is a plus.
- 5+ years of experience in solution architecture, SOW development, business development, or managed/professional services in the IT services industry.
- Experience in Managed Services, particularly focused on PC & Infrastructure, is preferred.
- Strong negotiation, communication, prioritization, and problem-solving skills.
- Proficiency in Microsoft Office Suite and Microsoft Dynamics 365.
- Ability to work within a global, matrixed team across different time zones and cultures.

会社説明