

PLAYBOOK

Solutions Engineer

募集職種

人材紹介会社

[Playbook](#)

採用企業名

EHS Software Vendor

求人ID

1493106

業種

その他（メディカル）

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1100万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2024年11月12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

ビジネス会話レベル

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

We are currently working with the number 1 provider of software, data and consulting to help enterprises manage environmental, health, safety and broader sustainability/ESG requirements and risks in the world.

Our client is looking for a Solutions Consultant/Engineer in Japan

Job Brief

- The Solution Engineer understands how software and technology is used to help solve complex business challenges.
- The solution engineer is not directly selling software to clients, but is a part of the sales organization, supporting software sales in various activities throughout the sales cycle.
- The Solution Engineer is an integral role in helping Sphera meet revenue targets whilst assisting clients meet their business objectives. General Responsibilities
- Meeting with prospective customers to thoroughly understand their business objectives.
- Value assessment with prospective customers to help identify prospect business pains and map to our solutions.
- Consulting with customers to help internal business cases and create a successful value proposition, justifying the investment needed.
- Conducting software demonstrations, technical and sales-oriented presentations to prospective customers showcasing software benefits to client objectives
- Work directly with product management delivering feedback to drive innovation. • Liaising with implementation teams to help prepare project for success.
- Helping account executives and sales managers develop strategies for sales opportunities with proven best practice methodologies.
- Helping coordinate and complete tender documentation such as RFI, RFP, RFQ etc. from clients.
- Support marketing activities by presenting as an expert on webinars, submitting papers to publications and speaking at industry conferences.
- Internal team support strategies for internal training, technology maintenance, subject matter thought leadership.
- Position requires travel 10-20% onsite to a client, international trips are required on occasion.

スキル・資格

Qualifications and Requirements

- BS/BA in Chemical engineering, biology, toxicology, computer science, or relevant field of study within Product Stewardship
- Preferred experience with enterprise software in related domain • Subject matter expertise within Product stewardship topics including but not limited to:
- Hazard Communication and Labelling • Chemical Management Regulations (GHS, TSCA, REACH, etc..)
- SDS Authoring
- Chemical inventory management
- LCA
- Regulatory submissions
- BS/BA in engineering, computer science, supply chain/commerce, occupational safety or relevant field of study within Operational Risk Management

会社説明