CareerCross

PLAYBOOK

Technical Solutions Consultant/Engineer

募集職種

人材紹介会社
Playbook

採用企業名
Application and Cybersecurity Global Vendor

求人ID
1493109

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

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
1000万円 ~ 2000万円

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10月01日 06:00

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 Digital Security, Data Security, PKI, HSM multi-factor authentication, Secure Socket Layer certificates, fraud detection, digital certificates, and mobile authentication in the world.

The Company:

- Headquartered in Dallas, Texas
- 3,000+ staff globally. Established APJ footprint with a team of 35 in Australia
- Strong footprint in Japan, with customers across Banking, Enterprise and Government.
- HSM is their primary business in Japan, followed by Identity/PKI

Senior Technical Sales Consultant

- The Senior Technical Sales Consultant is our evangelist for digital identity solutions in the Japan market.
- This position requires working closely with company's sales personnel through formal technical presentations and moderate to complex technical design assistance of company's products to existing and prospective customers.
- The Technical Sales Consultant is expected to be highly technical, demonstrating experience across multiple technology segments such as virtualization, data security (encryption and key management), PKI, Identity and public and private cloud.
- A working knowledge of current company's Solutions will be critical in positioning company's solutions to both end customers and channel partners.
- The Technical Sales Consultant also provides technical company's product information at exhibitions and speaking engagements

Responsibilities:

- Works closely with Sales Teams as a technical sales consultant for our Digital Security Solutions during sales calls and sales meetings across the territory.
- Ensures the pre-sales technical endorsement/presentation of company's products within target accounts.
- Provides design advice and technical guidance to sales personnel and clients in the application of products.
- Develops and delivers presentations, demonstrations, technical proposals, and proof-of-concept tests that educate the customer and demonstrates the value of company's solutions.
- Answers technical questions and assists customers in understanding the integration of company's products into their existing technical infrastructure.
- Serves as the focal point for all technical responses to the customer in a pre-sales environment.
- Reviews impact of new company's product releases, new product features, delivery schedules, and competitor offerings with sales personnel.
- Gathers ongoing prospect/customer feedback and related information. Provides feedback to company's design and production personnel.
- Assists in the preparation of client sales proposals. Provides technical descriptions and content for proposals in response to RFPs & RFIs.
- Identify, qualify, and define potential Professional Services opportunities with the assigned accounts.
- Represents the company at technical exhibitions, conferences, and speaking engagements to assist in explaining technical and performance information.
- Trains Channel Partners
- Assists with remote and field-based product installations, problem resolution and general technical support.

スキル・資格

Basic Qualifications:

- Degree in Computer Science, or equivalent combination of school qualifications and IT industry experience
- Minimum 10 years pre-sales working experience for an enterprise software or IT security company (some experience working with channel/partner is required) with a proven track record and demonstrable skills at presenting technical information at the business executive level or at the architect level
- Strong background in at least IT Security or Data Protection (encryption, digital certificates, HSM, digital signature, etc.) is a must.
- Current knowledge of Public Key Infrastructure (PKI) and 2nd factor authentication technologies/solutions
- Knowledge of all popular operating systems, networking infrastructures, and web/client and web server environments
- Hands-on technical competence with integrating server end security products
- Excellent written and verbal communication skills in Japanese and English, including excellent presentation skills
- Excellent analytical, and problem-solving skills
- Must be able to lawfully work within the assigned territory.
- Language : Business level English and Native level Japanese

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会社説明