

MichaelPage

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Partner Enterprise Solution Architect (Manager or Director)

Sr. Partner Solution Architect

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1518816

業種

ITコンサルティング

会社の種類

中小企業 (従業員300名以下) - 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

更新日

2025年01月29日 16:38

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

The Partner Enterprise Solution Architect is responsible for leading pre-sales, defining strategies, and designing multi-platform solution architecture. You will work closely with global partners of cloud-base enterprise applications while collaborating with Japan regional sales teams and global technical teams.

Client Details

Our client is an American Fortune 500 global leader in technology services, specializing in enterprise digital transformation, customer experience and multi-cloud solutions. With a strong focus on innovation and collaboration, the company partners with top global technology providers to deliver integrated, high-impact business solutions.

Description

- Drive pre-sales, solution consulting, and enterprise architecture for key partner platforms.
- Design, build, and optimize solutions using cloud, CRM, AI, RPA, and CaaS technologies.
- Develop enterprise-wide architectures that align business objectives with technical solutions.

- Support customers in digital transformation, automation, and AI integration strategies.
- Lead discussions with senior stakeholders, both internal and client-facing, to define strategic IT roadmaps.
- Collaborate with cross-functional teams, including regional sales, engineering, and technical leadership.
- Ensure partner engagement, success, and value realization to drive renewals and expansion.
- Create architecture design documents and technical solution blueprints.

Job Offer

- **Compensation:** Competitive salary and performance-based incentives. Stock option.
- **Career Growth:** Work with global technology leaders and advance your expertise in enterprise architecture.
- **Work Flexibility:** Flexible remote work (There will be client business visits in Tokyo area.)
- **Benefits:** Comprehensive health insurance, retirement plans, and professional development programs.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Mana Chuabangon +81 3 6627 6080.

スキル・資格

- Strong experience in enterprise architecture, solution consulting, or technology pre-sales.
 - Expertise in at least one of partners' technologies:
 - Hyperscalers (AWS, Azure, Google)
 - CaaS platforms (Amazon Connect, Genesys, NICE)
 - CRM & ERP (Salesforce, SAP, Adobe)
 - AI, RPA, and data platforms (Databricks, Automation Anywhere, Kore.ai, etc.).
 - Experience in designing multi-application architectures for enterprise clients.
 - Great communication skill. Fluent in both Japanese and English.
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会社説明

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