

MichaelPage

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Sr. Solution Consultant - Supply/Demand Planning Solutions

Sr. Solution Consultant - SCM

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

1526597

業種

ソフトウェア

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

1000万円 ~ 2500万円

更新日

2025年03月13日 17:07

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

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

Join a fast-growing global **Supply Chain / Demand Planning SaaS company** as a **Senior Solutions Consultant (Pre-Sales)**. You will lead client discussions, demonstrate enterprise planning solutions, and support the sales team in delivering customised presentations.

Client Details

Our client is a leading enterprise cloud-base software provider specialising in AI/ML-driven supply chain and demand planning solutions for global companies across industries. Their advanced platform is trusted by some of the world's most recognised brands, enabling smarter decision-making and operational efficiency.

The company operates with a high-energy, values-driven, and people-centric culture, aiming to be the most valuable partner to clients. With leading enterprise clients in Japan and major global enterprises in all continents, the company's business is growing rapidly.

Description

- Engage with potential clients to understand their business challenges and demonstrate the value of the company's solutions.
- Lead discovery sessions and tailor presentations to showcase how the solution addresses specific industry needs.
- Collaborate with sales, industry experts, and technical teams to design and execute proof-of-concepts.
- Manage RFP responses and create compelling demo scenarios to advance sales opportunities.
- Act as a trusted advisor, providing thought leadership and industry insights to prospects.

Job Offer

- Competitive salary & stock options for eligible candidates.
- Fast-growing, international environment with an entrepreneurial culture.
- Flat organization - work with talented teams in a collaborative setting.
- Work-life balance - hybrid remote & flextime.
- Other compensation & benefits: defined contribution pension, work-from-home budget, generous PTO, complete package health insurance, etc.

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 expertise in **Supply Chain Planning** and enterprise planning applications.
- Excellent **presentation skill** and story-telling skill, with the ability to engage C-level executives.
- Good to have background in similar positions such as pre-sales, solution consulting, or enterprise software sales.
- **Fluency in Japanese** (Native or N1 level) and **Business level English**.

会社説明

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