



Solution Engineering Leader

募集職種

採用企業名

日本NCRコマース株式会社

求人ID

1529370

業種

ソフトウェア

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, 中央区

給与

1000万円 ~ 1300万円

更新日

2025年04月01日 17:49

応募必要条件

職務経験

10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

TITLE: **Solution Engineering Leader**

LOCATION: **Tokyo, Japan**

GRADE: **14**

Think you know NCR? Think again!

NCR VOYIX Corporation (NYSE: VYX) is a leading global provider of digital commerce solutions for the retail, restaurant and banking industries. NCR VOYIX is headquartered in Atlanta, Georgia, with approximately 16,000 employees in 35 countries across the globe. For nearly 140 years, we have been the global leader in consumer transaction technologies, turning everyday consumer interactions into meaningful moments. Today, NCR VOYIX transforms the stores, restaurants and digital banking experiences with cloud-based, platform-led SaaS and services capabilities.

Not only are we the leader in the market segments we serve and the technology we deliver, but we create exceptional consumer experiences in partnership with the world's leading retailers, restaurants and financial institutions. We leverage our expertise, R&D capabilities and unique platform to help navigate, simplify and run our customers' technology systems.

Our customers are at the center of everything we do. Our mission is to enable stores, restaurants and financial institutions to exceed their goals – from customer satisfaction to revenue growth, to operational excellence, to reduced costs and profit growth. Our solutions empower our customers to succeed in today's competitive landscape.

Our unique perspective brings innovative, industry-leading tech to all the moving parts of business across industries. NCR VOYIX has earned the trust of businesses large and small — from the best-known brands around the world to your local favorite around the corner.

POSTION SUMMARY & KEY AREAS OF RESPONSIBILITY

- Jointly create, manage and execute account plans side by side with the Account Executives, by taking lead on key technical initiatives, be introduced to key technical stakeholders in each account, and create a solution plan according to initiatives and objectives
- Validate software, hardware and services pricing and margins based on the scope of work.
- Engage Professional Services in opportunities after forming a clear solution plan.
- Monitor and report on market and competitor's activities
- Communicate and report internally on opportunity status and plan ahead using appropriate methods to facilitate the development of profitable business and sustainable relationships.
- Attend and present at customer meetings and internal sessions with other company functions, as necessary.
- Influence buyers on product offering new / improved products / innovation within the industry
- Focus on upselling while acting as a technical advisor to customers within remit.
- Influence product development and enhancements using gathered intelligence to enhance internal practices and processes, achieving genuine sales development.

スキル・資格

BASIC QUALIFICATIONS

- Bachelor's degree in Computer Science or Engineering preferred
- 5+ years of experience in pre-sales/customer-facing/technical roles
- 3+ years of experience in the Retail or Restaurant (preferred) industry
- 3+ years managing a team of pre-sales, product management, or sales professionals
- Previous customer-facing experience selling software, hardware and services as part of a larger enterprise IT ecosystem
- Experience in pre-sales, product management, sales or consulting in the areas of cloud, hybrid cloud and/or virtualized workloads
- Working with large restaurant brands as a service, hardware, software provider or consultant.
- Excellent oral, written communication and presentation skills

PREFERRED QUALIFICATIONS

- Self-motivated & self-driven motivated passion for the industry and products
- "Make it happen" team player
- Able to achieve organizational objectives through effective planning, punctuality, organizational, coordination, decision making, and time management skills
- Results-orientated with a positive outlook
- Clear focus on high quality and business profit
- Reliable, tolerant and determined
- Adaptable to change in a fast moving environment
- Travel up to 50% when needed

EEO Statement

- Integrated into our shared values is NCR's commitment to diversity. NCR is committed to being a globally inclusive company where all people are treated fairly, recognized for their individuality, promoted based on performance and encouraged to strive to reach their full potential. We believe in understanding and respecting differences among all people. This concept encompasses but is not limited to human differences with regard to race, ethnicity, religion, gender, culture and physical ability. Every individual at NCR has an ongoing responsibility to respect and support a globally diverse environment.

会社説明