



募集職種

求人ID:	100131
職種タイトル:	Senior Technical Consultant / シニアテクニカルコンサルタント 165361
人材紹介会社:	株式会社リーベル
企業名:	社名非公開
部署名:	非公開
会社の種類:	大手企業、 外資系企業
勤務形態:	正社員
勤務地:	東京23区
給与情報:	500万円 1000万円
休日・休暇:	週休二日
日付:	2008年10月27日 18:00

応募必要条件

勤務年数:	3年以上
キャリアレベル:	中途経験者・マネージャーレベル
英語:	日常会話レベル
日本語:	ネイティブ
学歴:	大学卒：学士号
現在のビザ:	日本国籍、または日本での就労許可が必要です

募集要項

An exciting, challenging, and visible position in the world ' s #1 Technology company, Hewlett Packard. With our recent acquisition of SPI Dynamics into our Software portfolio, HP has become the leader in business application quality management, security testing and assessment and recognized as the unequivocal authority on Web application security. Our newly named Security Center comprises products that empower organizations to address flaws in the application layer throughout the lifecycle, and assess the risk associated with current Business Applications and Web Services that are already in active use within the corporate environment.

This role will allow you to use all of the consulting, technical, analytical and solution selling skills you have developed during your career. As a Senior Technical Consultant you will work with customer IT executives and mid-level technical managers and the HP Software sales team to manage the technical presales engagement; and to work with your Quality Management colleagues. Your knowledge, technical expertise, and credibility are critical to helping accelerate the sale of HP ' s Security Center solutions .

You will lead the technical sale of HP Software ' s BTO (www.hp.com/go/software) solutions including requirements gathering, solution development, presentations, demonstrations, proof-of-concepts, RFI/RFP responses, competitive differentiation, ROI/TCO studies, and project management of the technical sales process. The customer base is mainly the Fortune 100 companies. You will develop solutions using HP Software and partner products that integrate with your customer ' s existing infrastructure to meet their business and technical requirements.

As the primary pre-sales technical interface with the customer, you will work to gain mind-share and share HP Software ' s BTO strategy with your customers.

You will work with an elite team of pre-sales solution architects and Account Managers. You will work closely with HP ' s Consulting & Integration services in order to assure a successful hand-off for implementation. You will receive formal training as well as mentorship from your peers, and be expected to contribute to the knowledge base as you gain experience. You will be expected to constantly learn and demonstrate competencies in new technologies, products and solutions.

Responsibilities:

Individual must be capable of working with sales and customers to characterize the problem domain and quantifiable value propositions for HP solutions -- leading to credible quantification of HP business and IT value.

- Perform pre-sales activities, working with outside Sales and Tele-Sales personnel.
- Deliver web solution presentations/demonstrations, lead conference calls, and provide training for customers and Sales organization.
- Review/respond to RFI ' s/RFP ' s, support Demonstrations and Trials/Proof of Concepts and perform customer needs analysis.
- Act as liaison to the customer; responsible for technical aspects of the sales process.
- Interact with multiple departments within customer organization.
- Communicate remotely with customers.

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スキル・資格

Requirements:

- 5+ years experience in IT and/or consulting
- 3+ years (minimum) in the Enterprise Security space, including experience with some of the following IT security areas: encryption technologies, LAN/WAN/MAN security concepts, risk analysis, OS/database/application security concepts, identity management, and workflow concepts.
- BS in Computer Science or related technical discipline (Graduate level degree may be replacement for work experience)

- Familiarity with IT management frameworks and best practices: ITIL, COBIT, CMM, Six Sigma.
- Ability to position the entire BTO story and HP solutions through high level management discussions with and presentations to C-level executives
- Fluent in reading, writing, conversation, and presenting in English language

会社概要

【外資系企業】

世界最大手のIT企業の一社。プリンター/PC/サーバー等のハードベンダーの印象が強いと思いますが、日本では、システムインテグレーション事業（SI事業）が売り上げの50%を占めています。

金融業界、通信業界、製造業に強く、プライマリでシステム開発を受注しています。

取引先はコンシューマから大企業まで。

プリンティング、PC、ソフトウェア、サービスからITインフラにいたる幅広いポートフォリオを持つ、世界最大のIT企業のひとつです。

営業職から、アプリケーションエンジニア/インフラ系エンジニアまで、幅広く募集しています！

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