



Technical Sales Engineer(Biometric Devices)

IDEMIA is a French MNC in technology.

Job Information

Hiring Company

IDEMIA Japan K.K.

Subsidiary

IDEMIA Japan K.K / アイデミア・ジャパン株式会社

Job ID

1458423

Industry

Other (IT, Internet, Gaming)

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shibuya-ku

Train Description

Yamanote Line, Ebisu Station

Salary

6 million yen ~ 8 million yen

Holidays

20 days

Refreshed

May 15th, 2024 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

You may not know our name, but you have surely used our innovations and solutions.

Our mission is to unlock the world and make it safer through cutting-edge identity technologies. Every day, around the globe, we are enabling citizens and consumers alike to perform their daily critical activities (such as pay, connect and travel), in the physical as well as digital space. We are transforming their lives by making the world more secure and yet also more streamlined.

We have brought together complementary know-how and technologies that have never been combined before for both the physical and digital era: secured connectivity, secured payments and secured identity management. Cybersecurity, biometrics, large scale distributed systems and Cloud computing, analytics and smart devices are at the core of both our physical products and our software and systems.

We serve our clients in 180 countries thanks to our 15,000 employees worldwide.

Job Responsibilities

- Support the Sales Teams with product support and advice on product limitations and strengths based on requirements of key projects
- Actively participate in demos, proof of concepts and exhibitions
- Assist the Sales Team in defining IDEMIA offer and architecture during customer meetings
- Assist in designing a solution from inception to implementation and site handover to support.
- Train IDEMIA business partner network on products, SDK's and software.
- Analyze the competitors positioning
- Make recommendations concerning the evolution of IDEMIA products and solutions
- Be a privileged contact point for the Product group as the technical Voice of Customer

By choosing to work at IDEMIA, you can join the journey of a unique tech company. You can seize all the opportunities of our fast-paced environment. You can add your distinctive qualities to our global community. You can contribute to a safer world.

We deliver cutting edge, future proof innovation that reach the highest technological standards. We're well established, and yet still agile. We aren't too big, and we aren't too small. And we're transforming, fast, to stay a leader in a world that's changing fast, too.

At IDEMIA, people can develop their expertise and feel a sense of ownership and empowerment, in a global environment, as part of a company with the ambition and the ability to change the world.

Our teams are close and collaborative; maintaining a dialogue and developing human connections matter to us. We are truly international and we know that diversity is a key driver of innovation and performance. We welcome people from all walks of life, regardless of how they look, where they come from, who they love, or what they think.

Each of our locations has its own advantages to offer a collaborative and friendly work environment. IDEMIA. Expect the unexpected. Join the journey of a unique tech company.

Required Skills

- Japanese Native with English knowledge (listening&speaking)
 - (Software/Electronics Engineer, marketing a plus); or equivalent experience in roles such as software engineer, software solutions consulting, systems architect.
 - Previous experience as a Presales engineer or in a technical position with a strong customer focus/interaction
 - Previous experiences with Security, Systems' Integration, software development is a plus
 - Good understanding of the IT/high Tech
 - Understanding of DBMS and basic SQL scripting ability.
 - Previous experiences with Low Current, Security and Access Control systems
 - Good understanding of the computer systems, hardware and architecture
 - Customer focus
 - Autonomous, ability to work from home, team player and self-directed
 - Innovative problem-solving skills
 - Previous experience working for a Multinational company a plus
 - Able to work under pressure, under deadline.
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Company Description