

Dragon Recruitment Japan K.K

米系Security企業の日本支社立ち上げ案件

SE責任者案件

Job Information

Recruiter

Dragon Recruitment Japan K.K

Job ID

1534885

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 40 million yen

Refreshed

June 4th, 2025 01:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

You will play a critical role in the sales process, acting as the technical expert and trusted advisor to our customers within the Japanese market. Your primary responsibilities will include delivering technical presentations, conducting product demonstrations, leading proof-of-concept (PoC) engagements as well as playing a key role in RFP tender responses. You will collaborate closely with the sales team to articulate the value of our solutions and ensure customer satisfaction

Required Skills

Key Responsibilities: ● Presentations & Product Demonstrations ○ Deliver engaging technical presentations and live product

demonstrations to prospective customers, showcasing the value and technical capabilities of our solutions. ●

RFPandTenderResponses: ○ Analyzecustomer requirements and prepare comprehensive, accurate, and timely responses to RFPs, RFIs, and tenders. Ensure all technical aspects are addressed effectively to support the sales strategy. ●

ProofsofConcepts (POC): ○ Collaborate with customers to design, implement, and manage POCs, ensuring successful outcomes that align with customer goals. ●

CustomerCollaboration and Engagement: ○ Actasatrustedadvisor to prospects, customers and partners, offering guidance on best practices and addressing technical inquiries and concerns. ●

Cross-Functional Support: ○ Provideoccasional language support for internal and external communications, such as assisting with translation or localization efforts, to enhance collaboration with Japanese-speaking customers and partners. ●

MarketExpertise: ○ Stayupdatedonindustry trends, competitor products, and emerging technologies to provide insights and maintain technical leadership

Company Description