

**MichaelPage**

www.michaelpage.co.jp

## Solution Sales (Pre-Sales Manager) - Networking Vendor

### Pre-Sales Manager, Networking Vendor

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1539363

**Industry**

Communication

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Holidays**

Saturday &amp; Sunday

**Refreshed**

May 13th, 2025 13:41

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

Our Client is looking for Solution Sales Manager (pre-sales manager). Reporting to the hiring manager in Japan, you will be responsible to manage their service provider customers mainly NTT group.

**Client Details**

Our client is France based networking vendor. They have 80 people in Japan and are known for their cutting-edge solutions

in the networking industry. Their major customer are service providers mainly NTT group in Japan.

### Description

- Establish and maintain relationships with key strategic partners.
- Identify business opportunities and target markets.
- Develop and deliver presentations to potential clients.
- Manage, coordinate, and respond to customer service issues.
- Stay current with trends and competitors to identify improvements or recommend new products.

### Job Offer

- Attractive compensation and benefits package. Salary upto 18M OTE+
- good opportunity to work in global company.
- Fully working from home
- RSUs and stocks

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nabaraj Aryal on +813 6402 1543

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### Required Skills

A successful Solution Sales Manager should have:

- Pre-Sales (Solution sales) experience with in the major Telecom vendors
  - Fluent in Japanese & business English
  - Solid customer facing experience.
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### Company Description

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