



【グローバル企業/フィリピン勤務もしくは日本からリモート】英語力活かせるセキュリティエンジニア（プリセールス）

経験を活かしてグローバルに活躍！

## Job Information

**Recruiter**

Agensi Pekerjaan Asia Recruit Sdn Bhd

**Job ID**

1539481

**Industry**

Other (IT, Internet, Gaming)

**Company Type**

International Company

**Non-Japanese Ratio**

Majority Non-Japanese

**Job Type**

Permanent Full-time

**Location**

Philippines

**Salary**

5 million yen ~ 5.5 million yen

**Work Hours**

ビジネスアワー

**Refreshed**

July 9th, 2025 04:00

## 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**

No permission to work in Japan required

## Job Description

**Tasks:**

- ・ Deliver Technical Excellence: Present technical demonstrations platform products, showcasing their value and differentiation to potential customers"
- ・ Manage Evaluations: Oversee enterprise software trials and "Proof of Value" evaluations, ensuring they align with customer goals.

- Solve Real Problems: Address customer challenges and business needs with consultative security and compliance expertise.
- Engage and Educate: Answer technical questions and provide insights, occasionally presenting at local events and conferences
- Support Sales Efforts: Work closely with sales representatives to achieve or exceed revenue targets, support local partners in commercial deals, and respond to RFIs and RFPs.
- Relationships: Build a good relationship with customers, partners and peers on different levels in the organisation.

#### 【企業について】

グローバルに展開するデジタルトランスフォーメーション企業で、カスタマーサポート、ITサポート、デジタルマーケティング、バックオフィスサポートなどのサービスを提供しています。

フィリピンにも複数の拠点をもち、幅広い業界のクライアントにサービスを提供しています。

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## Required Skills

### Qualification/Skills :

- Technical Expertise: Experience with Nessus or other network scanning technologies and solid foundational knowledge of TCP/IP and network security concepts.
- Industry Knowledge: Understanding Cyber Security & Industry trends to align technical solutions with business objectives and market demands
- Cyber Security & Cloud Knowledge: Familiarity with the Cyber Security ecosystem both on-prem and in the Cloud, including CMDB, Ticketing, Patch Management, PAM, etc.
- Compliance Awareness: Understanding of international & local compliance standards (e.g., NIS2, DORA, PCI, FISMA, SOX, NERC, CIS, DISA STIG)
- Excellent communication and presentation skills, with the ability to adapt based on the audience and effectively frame problems and solutions. Strong teamwork skills are essential, as collaboration is at the heart of this role's success

### Good to have:

- Experience: 1-3 years of experience in a related technical or pre-sales role.
- Certifications: Cloud certifications in AWS, GCP &/or Azure. CISSP or equivalent
- System Experience: Experience with enterprise-class operating systems at the security admin level.
- DevOps Skills: Proficiency in Docker, DevOps, API scripting, and Python SDK.
- Proactive Attitude: A self-starter who stays up to date with current technologies

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