

MichaelPage

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Sr. Solutions Consultant (SCM, EDI)

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Job Information

Recruiter

Michael Page

Job ID

1542193

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Refreshed

May 23rd, 2025 08:00

General Requirements

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

In this role, you'll work alongside sales and engineering teams to understand Japan's customer challenges and design end-to-end solutions involving **EDI, logistics, and order management systems**. This is a global leader in B2B supply chain and integration services company.

Client Details

This is a Canada-base global enterprise software provider specializing in cloud-based B2B integration and supply chain automation. Known for its market dominance in EDI and order management services, the company operates a vast business network that supports over 26 billion digital commerce transactions annually. With a global workforce and an agile team in Japan, it delivers tailored, scalable solutions to some of the world's largest companies across industries including automotive, manufacturing, and retail.

Description

- Act as the technical and business advisor during pre-sales engagements with enterprise clients

- Analyze business requirements and design EDI/Supply Chain Management (SCM) solutions
- Respond to RFIs and RFPs with tailored proposals
- Collaborate with global implementation teams for solution scoping
- Lead client workshops, solution presentations, and technical negotiations
- Ensure seamless handover from solution design to delivery phase
- Stay up to date on industry trends in B2B integration and SCM

Job Offer

- **Paid Time Off:** 20 paid leave days, 5 sick days, year-end holidays, and additional special leave
- **Benefits:** Health and social insurance, commuting allowance, corporate wellness support, company pension plan, stock purchase plan with 15% discount, education subsidy, referral bonus, employee recognition program, and access to nationwide leisure and fitness discounts
- **Work Environment:** Tokyo-based office with hybrid flexibility (remote 2 days/week).

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Mana Chuabangon +81 3 6627 6080.

Required Skills

- 5+ years in solution consulting, pre-sales, client-facing system integration
- Experience in SCM, logistics, order management, or EDI systems
- Understanding of SaaS/cloud-based delivery models
- Fluent Japanese (Native level) and Business English (TOEIC 750+ or equivalent)

Company Description

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