

**MichaelPage**

www.michaelpage.co.jp

## Solution Architect (Manager~Director), IoT Smart Manufacturing

### Sr. Pre-sales, IoT Smart Manufacturing

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1543113

**Industry**

IT Consulting

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 20 million yen

**Refreshed**

May 30th, 2025 10:51

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

Join a global leader in digital transformation as a Smart Manufacturing / Industry 4.0 Solution Architect (Pre-sales), driving IoT and Industry 4.0 initiatives for major manufacturing clients in Japan. This is a senior-level (10y+) individual contributor role. Working style is hybrid remote and you can choose to be based in Tokyo or Osaka.

#### Client Details

Our client is a Fortune 500 global technology consulting firm with a strong footprint in Japan and across the globe. The company is established in the U.S. and operating in Japan since 2008, employs over 1,000 people in Japan and serves over 80 clients domestically. It has partnerships across manufacturing, life sciences, BFS, and tech industries, it is known for its strong bilingual talent base and cutting-edge digital transformation services. The Japan office is located in central Tokyo, with flexible work styles and an emphasis on innovation and collaboration across regions.

#### Description

- Define and document end-to-end solution architecture for smart manufacturing and ESG-driven projects.

- Collaborate with internal and external stakeholders to gather requirements and deliver optimal solutions.
- Evaluate and recommend IoT/Edge/Cloud platforms including AWS IoT, Azure IoT, and containerized solutions.
- Provide technical leadership and guidance to implementation teams.
- Support pre-sales engagements and continuous solution improvements.
- Ensure security, scalability, and performance standards are met.
- Frequent collaboration with teams in overseas.
- Occasional client visits to major manufacturers in Japan.

#### Job Offer

- Competitive salary package
- Hybrid work environment based in Tokyo or Osaka.
- Opportunity to work on cutting-edge industrial solutions.
- Work-life balance with flexible working culture and robust support system.
- Full coverage for health, employment, workers' comp, pension insurance. Company-paid group life insurance, annual health checkups, mental wellness support.
- Career Growth Opportunities with

internal certification programs, career consulting program, and global job posting system for internal transfers.

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

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#### Required Skills

- 10+ years in software engineering industry, including 5+ years in IoT/Industry 4.0 projects.
- Technical knowledge such as protocols (MQTT, AMQP, Zigbee, etc.), platforms (AWS IoT, Azure Edge), API/Microservices, Kubernetes/Docker, and CI/CD pipelines.
- Familiarity with PLCs, smart tools, or additive manufacturing is a plus.
- Business level English
- Business level Japanese (JLPT N3+ or equivalent)

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