



PR/118084 | Presales Specialist - Japanese compnay

Job Information

Recruiter[JAC Recruitment UK](#)**Job ID**

1548403

Industry

IT Consulting

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:39

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Presales Specialist**Business:** IT Service company**Company Location:** Central London**Salary:** Up to £48,000**Office working:** 5 days /week

All of the applicants must have an eligible visa for working in the UK.

Job description:

1. Requirements Definition and Design:

- Define customer requirements and translate them into technical solutions.
- Create high-level and detailed designs, proposals, and solution architectures.
- Provide technical consultancy and support to our customers during the pre-sales and post-sales phases.

2. Project Planning and Progress Tracking:

- Outline project plans, update progress of execution, including recovery plans.
- Conduct revenue and profit analysis.

3. Technology Trends and Product Development

4. Sales and Pre-sales Management

5. Project Leadership and Coordination

Requirements:

1. Experience of customer facing role like Presales, sales, or consultant.
2. Knowledge:- Knowledge in network or security products such as Cisco, Palo Alto, Fortinet, Zscaler, CrowdStrike, CATO and other equivalent vendors/service providers.
3. Knowledge of new technologies of Enterprise IT solutions such as SD-WAN, SASE, EDR/MDR and IoT. (nice to have)
4. Excellent communication skill
5. Valid CCNP or PMP/PRINCE2 or CISSP are nice to have.

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description