CareerCross by JAC Recruitment

Michael Page   www.michaelpage.co.jp

Solutions Representative - +13M OTE

Solutions Representative - +13M OTE

Job Information

Recruiter
Michael Page

Hiring Company
Solutions Representative - +13M OTE

Job ID
1552600

Industry
IT Consulting

Company Type
Small/Medium Company (300 employees or less)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 13 million yen

Refreshed
July 22nd, 2025 17:10

General Requirements

Career Level
Mid Career

Minimum English Level
Fluent

Minimum Japanese Level
Native

Minimum Education Level
Post Grad Degree (PHD/MBA etc)

Visa Status
Permission to work in Japan required

Job Description

As a Solutions Representative, you'll be the technical expert guiding clients, leveraging AI/ML insights and demonstrations to achieve and surpass sales targets. Your role involves translating complex technical features into clear business value, building trust, and ensuring seamless collaboration.

Client Details

Our client is a dynamic AI startup with a global footprint, partnering with renowned companies to deliver exceptional, tailored AI solutions. They operate in a fast-paced environment, focused on providing cutting-edge AI that precisely meets the unique needs of their diverse clientele.

Description

- Use your AI/ML skills, demos, and proofs-of-concept to beat sales goals.
- Create top-notch technical presentations that show clients what they need.
- Turn complex AI/ML ideas into clear benefits, like ROI and smart advantages.
- Build strong ties with clients, becoming their go-to person for AI/ML advice.
- Spot technical issues early and come up with clever solutions.

Job Offer

- Competitive compensation package ranging from 8,000,000 JPY to 13,000,000 JPY.
- 20 annual leaves and 5 sick leaves.
- Flexible working hours.
- Working from home two to three days a week.
- International working environment.

This is an amazing opportunity to join a growing AI startup! Even if you don't match every requirement, we highly encourage you to apply if you think that you could be a great fit!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

Required Skills

- Master's or Ph.D. in Data Science, Computer Science, AI, ML, or a related quantitative field.
- 3-5+ years as an AI/ML Specialist or Data Scientist.
- Client-facing experience as a project manager or salesperson.
- Expertise in Python and major AI/ML libraries/frameworks.
- Strong analytical and problem-solving skills, with good business judgment to align tech with client goals.
- Strong interest for AI technology in general.
- English and Japanese skills.

Company Description

Our client is a dynamic AI startup with a global footprint, partnering with renowned companies to deliver exceptional, tailored AI solutions. They operate in a fast-paced environment, focused on providing cutting-edge AI that precisely meets the unique needs of their diverse clientele.