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Solution Consultant - Smart Data Scanning Solutions

Solution Consultant - Smart Data Capture

Job Information

Recruiter
[Michael Page](#)
Job ID

1553474

Industry

Software

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Refreshed

July 30th, 2025 10:08

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

Join a leading global tech company as the sole Solutions Consultant (Pre-sales/Post-sales) in Japan. You will partner closely with sales, engineering, and international stakeholders to deliver impactful solutions for enterprise clients, especially in mobile app environments.

Client Details

This is an innovative European tech company known for its smart data capture platforms powered by computer vision, ML and AR, enabling real-time barcode scanning, ID recognition, text and object recognition on smart devices. The solutions are used by top brands across logistics, healthcare, manufacturing and retail.

The Japan team is small but fast-growing, with a flexible hybrid working style from office in Shibuya. Recent global valuation exceeded US \$1B; certified "Great Place to Work" in Japan and beyond.

Description

- Serve as the go-to technical consultant for enterprise clients in Japan
- Lead pre-sales PoC and post-sales solution implementation
- Design tailored solutions with mobile data capture and AR technologies
- Collaborate with account executives to deliver compelling value propositions
- Interface with global development and product teams (primarily in Europe)
- Represent Japan's client needs to global product leadership

Job Offer

- Flexible hybrid remote working based in Shibuya, Tokyo.
- Excellent work-life balance with 20 days annual leave including birthday off.
- Opportunity to take full ownership of Japan market and work closely with global Solution Consultant team.
- Supportive, innovation-driven culture (regular hackathons, growth and learning programs).
- Individual equity plan in a high growth company.

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

- Experience in solution/technical consulting roles
- Native-level Japanese, business-level English
- Strong communication skills: presentations, proposals, and technical demos
- Understanding of enterprise IT and mobile ecosystems
- Good to have hands-on or technical understanding of mobile app development (Swift, Kotlin, Java, React Native)

Company Description

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