

【1066 ~ 2500万円】Presales Technical Consultant

o9ソリューションズ・ジャパン株式会社での募集です。 ITコンサルタントのご経...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
o9ソリューションズ・ジャパン株式会社

Job ID
1554123

Industry
Software

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 25 million yen

Work Hours
09:00 ~ 18:00

Holidays
【有給休暇】初年度 10日 1か月目から 【休日】完全週休二日制

Refreshed
November 13th, 2026 12:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2238473】
About the role...
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The primary goal will be during a sales cycle understand our client prospects business its strategy processes and challenges understand its current IT architecture and data flows and define the best way our solution would fit in to guarantee the success of the project.
The ideal candidate should have experience in technical configuration with mathematical modeling and data analysis for

optimizing supply chain planning and operations fields such as demand planning and supply planning.

What you'll do for us…

・Provide technical configurations of our solutions to fit customers requirements and needs. Create data sets and load them into o9 platform to create demo scenarios and execute POCs.
・Collaborate with the sales team to understand client requirements and business challenges related to supply chain processes.
・Participate in the sales cycle to provide demonstration and presentation.
・Work closely with the Product Management Team and CoE Team to stay updated on the latest product features enhancements and roadmap developments.
・Closely communicate with sales and delivery teams to smoothly transition from lead to deal deal to delivery phases.
・Collaborate with the sales team to understand client requirements and business challenges related to supply chain procurement and financial processes.
・Lead PoC（Proof of Concept）projects.

What we'll do for you…

・Competitive salary
・Stock options to eligible candidates
・High growth organization very strong entrepreneurial culture and no corporate politics.
・Flat organization: With a very strong entrepreneurial culture（and no corporate politics）.
・Support network: Work with a team you can learn from and every day.
・Diversity: We pride ourselves on our international working environment
・Work Life Balance

Required Skills

What you'll have...

■Experience:
・Experience in enterprise level solution implementation experience
・Expertise in SQL or Object oriented programming language.
・Expertise in Mathematical Modeling and Data Analysis will be a huge plus

■Education:
・Master/Bachelor's degree in Computer Science Business Analytics Operations or related field

■Skills:
・Ability to collaborate effectively with cross functional teams including sales product management and engineering.
・Proven experience in a presales or consulting role preferably within the supply chain will be a plus
・Understanding of Technology Infrastructure.
・Expertise in R/Python will be a plus.
・English: business communication level.
・Japanese: native/business communication level

■Characteristics:
・Ability to demonstrate thought leadership and develop credibility with prospects as an expert in the area of planning. Strong ability to lead by example and demonstrate proficiency in both product and domain.
・Customer empathy and business acumen
・Self starter with passion energy willingness to learn and an entrepreneurial mindset
・We really value team spirit: Transparency and frequent communication is key. At o9 this is not limited by hierarchy distance or function

Company Description

計画、分析、データを最適化するためのAIプラットフォームの日本市場における販売・マーケティング、コンサルティング、サポート等