

MichaelPage

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Pre-Sales Engineer

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Job Information

Recruiter

Michael Page

Job ID

1554648

Industry

System Integration

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Work Hours

詳しくはお問い合わせください

Refreshed

August 12th, 2025 10:12

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

Join a global leader in smart security and AI technology, delivering innovative solutions to meet diverse client needs. In this pre-sales role, you'll design tailored technical proposals, provide expert training, and help drive market growth.

Client Details

A global leader in smart security and AI-driven technology, delivering innovative surveillance, access control, and safety solutions. Committed to continuous innovation, the company drives advancements that shape the future of security worldwide.

Description

- Respond promptly to client's technical inquiries and coordinate internal resources for effective issue resolution.
- Develop and deliver tailored product proposals, technical plans, and tender documents based on project requirements.
- Conduct product training sessions for client engineers to ensure effective use and understanding.

- Gather client feedback to support continuous product improvement and optimisation.
- Collaborate closely with sales and other departments to strengthen the technical competitiveness of our solutions.

Job Offer

- Competitive salary with annual reviews and performance-based bonuses
- Comprehensive benefits including transportation and meal allowances
- Flexible working hours with options for staggered start and finish times
- Supportive work environment with training and development opportunities
- Generous annual leave and a healthy work-life balance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

Required Skills

- Has a relevant technical background and strong problem-solving skills.
 - Communicates effectively in Japanese and either English or Chinese.
 - Is confident in delivering presentations and supporting sales with technical expertise.
 - Understands pre-sales processes and client-focused solution delivery.
 - Brings practical experience working in a technical or pre-sales role.
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Company Description

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