



THE HOME OF STARTUP RECRUITMENT
都内テクノロジー・スタートアップ企業の求人数

【Senior Customer Engineer】 Global Industry Leader

From Developers For Developers 外資系企業

Job Information

Recruiter

SPOTTED K.K.

Hiring Company

Global Industry-Leading Software Tool Company

Job ID

1561687

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Japan

Salary

7 million yen ~ 13 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Holidays

15+ days PTO

Refreshed

October 15th, 2025 10:34

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

This global industry-leading software development tool provider - from developers for developers - trusted by global

innovators like Spotify, Adobe, and Meta, is seeking a **Senior Customer Engineer** to join its growing APAC team.

This is a customer-facing technical role that bridges pre-sales, post-sales, and solution delivery. The ideal candidate combines strong technical expertise in CI/CD, DevOps, or software engineering with the ability to engage directly with enterprise clients.

You'll collaborate with account executives and customer success managers to guide clients through the technical evaluation, proof-of-concept, and adoption phases - ensuring their long-term success with the platform.

Key Responsibilities:

- Lead technical demonstrations, PoCs, and integrations into customer environments.
- Advise enterprise clients on DevOps best practices
- Conduct in-depth technical consultations, identifying customer challenges and tailoring solutions.
- Deliver training sessions, workshops, and technical enablement to customers and partners.
- Partner with Sales, Customer Success, and Product teams to translate customer feedback into improvements.
- Represent the company at industry events, webinars, and conferences across APAC.

Why Join

- Work with one of the world's most widely adopted development tool companies
- Collaborate with an international, hybrid team
- Engage directly with global enterprise customers, influencing software delivery outcomes across industries
- Competitive total compensation (base + variable), stock options, and learning/wellness stipends
- Flexible, remote-friendly work culture with opportunities for regional travel and clear career growth plans

Required Skills

Required Skills & Experience:

- 5–10 years of experience as an engineer in software development, DevOps, or CI/CD.
- Proven success in a technical pre-sales or customer-facing engineering role (e.g., Sales Engineer, Solutions Engineer, Customer Success Engineer).
- Deep understanding of modern software delivery pipelines, CI/CD concepts, and DevOps tools.
- Hands-on experience with **Docker**, **Linux containers**, and scripting languages (Python, Bash, etc.).
- Strong presentation and communication skills in both technical and business contexts.
- Ability to work independently in a global, cross-functional team.
- Bilingual proficiency (English/Japanese) and familiarity with APAC enterprise environments.

Nice-to-Have:

- Experience with mobile app development (iOS or Android).
- Knowledge of infrastructure, networking, or cloud security.

Company Description