



## [~2200万円] シニアプリセールスエンジニア

**Be the technical voice behind major wins**

### Job Information

**Recruiter**

[Cornerstone Recruitment Japan K.K.](#)

**Hiring Company**

Confidential Global Technology Company

**Job ID**

1572670

**Division**

IT

**Industry**

IT Consulting

**Company Type**

Large Company (more than 300 employees) - International Company

**Non-Japanese Ratio**

About half Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience ~ 20 million yen

**Refreshed**

May 25th, 2026 03:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

### Job Description

- Partner with sales stakeholders to understand customer challenges and design tailored DevSecOps solution approaches.

- Deliver engaging product demonstrations, technical presentations, and proof-of-concept sessions that clearly communicate value and differentiation.
  - Provide hands-on technical expertise and guidance throughout the presales cycle, addressing architecture, integration, and security-related questions.
  - Build and maintain deep knowledge of DevSecOps platforms, including features, use cases, and integration patterns.
  - Support the creation of proposals, RFP responses, and other presales documentation.
  - Keep current with industry trends, emerging technologies, and the competitive landscape within the DevSecOps and application security space.
  - Represent solutions at relevant events such as conferences, webinars, and customer briefings.
  - Total compensation up to ¥20M, structured as approximately **80% base salary and 20% performance based incentive (pre-sales)**.
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## Required Skills

- Demonstrated experience in presales, solution consulting, or technical advisory roles, ideally within DevSecOps or security domains.
- Excellent communication and presentation skills, with the ability to explain complex technical concepts to both technical and non-technical audiences.
- Proven ability to manage multiple priorities independently while collaborating effectively within cross-functional teams.
- Strong analytical and problem-solving mindset with a clear focus on customer needs.
- Japanese proficiency; working English capability is an advantage.

## Nice to Have

- Industry certifications related to DevSecOps or application security.
  - Familiarity with DevOps practices, Agile methodologies, and mobile application lifecycles.
  - Exposure to IT service management frameworks and operational workflows.
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