CORNERSTONE RECRUITMENT JAPAN

Sr. Solutions Consultant / Presales – Tokyo - ¥20M

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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
Majority Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience ~ 20 million yen

Refreshed
February 2nd, 2026 00:00

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)**.

Required Skills

- Bachelor's degree in Computer Science, Information Technology, or a related discipline.

- Demonstrated experience in presales, solution consulting, or technical advisory roles, ideally within DevSecOps or security domains.

- Strong hands-on understanding of DevSecOps solutions, including deployment and configuration experience.

- 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.

- Native-level 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.

Company Description