



Presales Leader (Manager/Senior Manager Class)

Job Information

Recruiter

ReachExt K.K.

Job ID

1580239

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

Negotiable, based on experience

Refreshed

May 11th, 2026 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

■Planning and promoting strategies for large-scale strategic projects
Identifying large-scale strategic IT projects, sharing project information within the organization, formulating strategies and plans for each project, and account planning
As a proposal project leader, leading the entire proposal process for large-scale projects
Coordinating and collaborating with internal stakeholders such as management, sales, and delivery

■Pre-sales activities
Analyzing customers and competitors and formulating sales strategies
Identifying customer business issues
Considering optimal solutions utilizing the latest technologies such as cloud, AI, and data utilization
Creating proposals and RFP response materials and making presentations

■Knowledge sharing and organizational contributions
Introducing success stories and sharing know-how both internally and externally
Planning and implementing individual seminars for customers
Organizing best practices and expanding into the organization
Mentoring and developing members

Required Skills

[Requirements]

- Experience communicating with CIOs and information systems department managers of major companies
- Practical experience (3 years or more) in large-scale system development or consulting on the concept development of large-scale projects
- Experience selling large-scale projects, leading proposal teams, and closing projects (3 or more)
- Experience making presentations both internally and externally

[Preferred conditions]

- Knowledge and proposal experience of the latest technologies such as cloud, AI, data utilization, etc.
 - Experience planning and executing account strategies in collaboration with the sales organization
- Deep knowledge in one of the following industries: finance, manufacturing, communications, distribution, public sector, etc.
- Work experience in English
 - Related qualifications such as PMP, AWS, Azure, Oracle, VMware, etc.
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Company Description