



## 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**

April 27th, 2026 05:00

### 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