Presales Team Lead

Job Information

Recruiter
Hi-Tech Japan K.K.

Job ID
1582140

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ Negotiable, based on experience

Refreshed
June 4th, 2026 04:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Daily Conversation

Minimum Japanese Level
Fluent

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About the Role

We are seeking an experienced Presales Team Leader with strong expertise in cloud solutions, solution architecture, and technical sales to support enterprise sales initiatives.

In this role, you will lead the presales team, design scalable cloud-based solutions, and collaborate with sales, delivery, and product teams to deliver high-impact proposals and technical presentations.

You will play a key role in translating client business requirements into innovative technical solutions, supporting RFP responses, and driving successful deal closures.

Key Responsibilities

Presales Leadership

- Lead and mentor a presales / solution consulting team supporting enterprise sales opportunities.

- Provide guidance on solution architecture, technical proposals, and client engagement strategies.

Solution Architecture & Cloud Consulting

- Design and validate enterprise solution architectures using AWS, Azure, Salesforce, and modern cloud technologies.

- Ensure solutions are scalable, secure, and aligned with client business goals.

Client Engagement & Technical Presentations

- Conduct technical workshops, product demonstrations, and discovery sessions with clients.

- Communicate the technical value proposition to both technical and business stakeholders.

RFP & Proposal Development

- Lead the preparation of technical proposals, RFP/RFI responses, and solution documentation.

- Ensure proposals align with client requirements, enterprise architecture, and best practices.

Modern Technology & Integration

- Guide solution design using technologies such as:

  - Microservices architecture

  - API management

  - Data analytics platforms

  - Cloud integration frameworks

Cross-Functional Collaboration

- Partner with Sales, Product, Engineering, and Delivery teams to create winning solutions and proposals.

Presales Best Practices

- Implement technical sales best practices, improve presales processes, and ensure high-quality client deliverables.

Required Skills

Skills & Experience

- Experience in Presales, Solution Architecture, or Technical Sales Leadership

- Strong knowledge of Cloud Platforms (AWS, Azure, Salesforce)

- Experience with Enterprise Architecture, API integration, and Microservices

- Proven track record in RFP responses, technical proposals, and solution design

- Strong client presentation and stakeholder management skills

- Ability to collaborate across sales, product, and delivery teams

AWS • Azure • Salesforce • Cloud Architecture • Enterprise Solutions • API Management • Microservices • Data Analytics • Technical Sales • Presales Consulting • Solution Design • RFP Management

Company Description