



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 18th, 2026 01:00

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