



Sales Engineer

Job Information

Recruiter

SPOTTED K.K.

Job ID

1585780

Industry

Hardware

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Salary Commission

Commission included in indicated salary.

Refreshed

June 1st, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Key Responsibilities:

- Collaborate with the sales team to provide technical consulting, solution design, product demos, and PoCs (proof of concept) during pre-sales activities.
- Lead the design and deployment of enterprise Wi-Fi, switches, routers, security, and cloud solutions.
- Deliver technical presentations to customers, partners, and internal stakeholders.
- Serve as a bridge with the support team for post-deployment migration and escalation handling.
- Collect customer feedback and communicate technical requests to the product team to drive improvements.
- Design and operate secure networks based on zero-trust architecture (user/device segmentation, role-based access, etc.).
- Deploy scalable cloud-managed solutions across multiple sites (zero-touch deployment, alerts, firmware management, network analytics).
- Perform detailed RF (wireless) design using tools like Ekahau.
- Provide technical training and co-selling support to MSPs, VARs, and distributors.
- Monitor competitor products, industry trends, and market changes.

Required Skills

- 5–8 years of experience as a Sales Engineer, Network Engineer, or other customer-facing technical role
- Business-level English
- Expertise in:
 1. Wi-Fi 6/6E/7 wireless technologies
 2. L2/L3 switching, VLAN, routing, QoS, security
 3. Cloud networking (e.g., Netgear Insight)
 4. Zero-trust security (identity-based access control, microsegmentation)
 5. Troubleshooting and solution design for wired and wireless networksWireless design tools such as Ekahau
- Certifications such as CWNA, CCNA/CCNP are a plus
- Experience supporting MSPs or mid-sized enterprise partners

Preferred:

- Strong interpersonal and communication skills to build trust with both technical and business stakeholders
- Excellent organization and project management abilities
- Team player with passion for customer satisfaction and product quality
- Flexible in cross-functional environments
- Willingness to travel 25–50% depending on territory

Company Description