Solution Architect – IT Infrastructure Services

Job Information

Recruiter
Hi-Tech Japan K.K.

Job ID
1586734

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
14 million yen ~ 20 million yen

Refreshed
November 25th, 2026 05:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Lead and own end-to-end RFP/RFI/RFQ/RFS pursuits across IT infrastructure services and integrated outsourcing deals, driving win strategy, solution design, pricing construct, and commercial positioning in collaboration with sales, Business Acquisition Group (bid management), and technical presales teams spanning cloud, digital workplace, cybersecurity, networks, service management, and application domains. Engage directly with enterprise customers through workshops, solution presentations, due diligence sessions, and BAFO discussions to defend technical architecture, financial models, and commercial proposals. Build strong stakeholder alignment and influence decision-making across internal leadership teams and customer organizations throughout the deal lifecycle. Partner with regional and global business leadership on strategic initiatives and contribute to continuous improvement of pursuit methodologies and deal win capabilities.

Required Experience & Qualifications

- 10–15+ years of experience in IT infrastructure services presales or solution architecture
- Proven track record of winning large-scale, complex outsourcing and transformation deals
- Strong expertise in 2–3 of the following domains: Digital Workplace, Hybrid Cloud Infrastructure, Cybersecurity, Networks, or IT Service Management
- Demonstrated experience working with Japanese enterprise customers across industries such as Manufacturing, Automotive, Healthcare, Retail & CPG, HiTech, and Financial Services
- Deep understanding of Japanese enterprise sourcing models, vendor governance, security compliance, and

contracting practices
- Strong ability to navigate multi-layered stakeholder environments and complex decision-making structures

Required Skills

Education & Skills

- Bachelor’s degree in Engineering, Technology, or Science (mandatory); MBA or Master’s preferred
- Strong executive presence with excellent communication and presentation skills
- Ability to simplify complex technical and commercial concepts for business stakeholders
- High attention to detail with strong risk awareness and delivery realism
- Proven ability to manage multiple concurrent pursuits under tight timelines
- Collaborative leadership mindset with mentoring capability

Solutions Architect, Enterprise Architect, Technical Architect, Cloud Architecture, Hybrid Cloud, AWS, Azure, IT Infrastructure, Cybersecurity, Network Architecture, ITSM, Digital Transformation, System Integration, Presales, RFP, Deal Shaping, Solution Design, Enterprise IT, Managed Services, Japan Enterprise, Japanese Customers, Manufacturing, Automotive, Financial Services

Company Description