



Senior Network Presales / Network Solutions Architect

Job Information

Recruiter

[Hi-Tech Japan K.K.](#)

Job ID

1586736

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 20 million yen

Refreshed

April 29th, 2026 01:00

General Requirements

Minimum Experience Level

Over 10 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

Lead presales solution design and architecture for enterprise network deals, including RFP/RFQ/RFI responses, PoCs, and solution defense sessions. Engage directly with enterprise customers in Japan to understand requirements and design end-to-end network solutions across WAN, LAN, WLAN, SD-WAN, MPLS, routing & switching, and network security domains. Drive deal shaping and technical win strategies in collaboration with sales, engineering, and delivery teams. Present technical and architectural solutions to senior customer stakeholders including CIOs, CTOs, and IT directors. Support cloud and hybrid connectivity solutions across AWS, Azure, or GCP environments, including SASE and Zero Trust network architectures. Ensure solution feasibility, scalability, and alignment with business and security requirements while supporting large enterprise and strategic accounts in Japan.

Required Skills

- 8–15+ years of experience in Network Presales, Network Architecture, or Enterprise Networking roles
- Strong experience in enterprise networking: WAN, LAN, WLAN, SD-WAN, MPLS, routing & switching
- Experience in presales activities: RFP/RFQ/RFI, PoC, solution design, and customer workshops
- Strong knowledge of network security, SASE, Zero Trust, and modern enterprise connectivity models
- Experience with cloud networking (AWS / Azure / GCP preferred)
- Experience working with Japanese enterprise customers strongly preferred / required

- Ability to engage senior stakeholders and lead technical discussions with CIO/CTO-level audiences
- Strong communication and solution presentation skills

Network Presales, Network Architect, Solutions Architect, Enterprise Networking, SD-WAN, SASE, Zero Trust, WAN, LAN, WLAN, MPLS, Routing & Switching, Network Security, Cloud Networking, AWS, Azure, GCP, Cisco, Juniper, Nokia, Presales Engineer, RFP, RFQ, PoC, Solution Design, Bid Support, Japan Enterprise, Japanese Customers, Telecom, IT Infrastructure

Company Description