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
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 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