



Solution Engineer/Architect

Job Information

Recruiter

Next Move K.K.

Hiring Company

AI company based in Tokyo

Job ID

1589682

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 12 million yen

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

A growing technology company in Tokyo is developing advanced AI-based solutions that automate document-heavy and workflow-driven business processes.

The company focuses on improving operational efficiency for large organizations facing increasing complexity and resource constraints. Its solutions are already used in enterprise environments where accuracy, scalability, and reliability are critical.

They are currently hiring both Solution Engineers and Solution Architects to support customer engagements and drive successful solution delivery.

Responsibilities

- Understand customer business processes, challenges, and technical requirements
- Design and propose solutions by combining AI-based products with cloud and external services
- Support pre-sales activities such as technical discussions, demos, and proof-of-concepts

- Build and maintain demo environments, sample integrations, and technical documentation
- Act as a technical point of contact for customers throughout the solution lifecycle
- Collaborate with internal product and engineering teams by sharing customer feedback and insights
- Work with external partners to support joint solution development where needed

Position Level

This role is open across different experience levels:

Solution Engineer: hands-on technical work, PoCs, demos, implementation support

Solution Architect: solution ownership, design authority, customer advisory

Required Skills

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- Experience in **pre-sales, solution engineering, or technical consulting** within IT or SaaS environments
- Ability to translate business requirements into practical technical solutions
- Basic to strong experience with **cloud platforms (AWS, Azure, GCP)**
- Strong communication skills with both technical and business stakeholders
- Business-level Japanese (client-facing environment)

Preferred Skills

- Experience with **AI, automation, or data-driven solutions**
 - Experience working with **APIs and system integrations**
 - Background in **enterprise systems, SaaS implementation, or workflow tools**
 - Experience working with large organizations or complex environments
 - Programming or scripting experience (e.g. Python)
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Company Description