

Client Engagement Partner

Sales

Job Information

Recruiter

Izumi Network Yugen Kaisha

Job ID

1590017

Industry

IT Consulting

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 18 million yen

Refreshed

May 12th, 2026 08:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Description

Role Title: Client Engagement Partner

Location: Yokohama, Japan

Language Requirement: Bilingual - English & Japanese (N2/N1 Level)

Role Purpose

Own and grow strategic client relationships by driving application modernization, digital transformation, and integrated consulting-led engagements.

Lead solutioning, presales, and delivery governance to ensure value realization, client satisfaction, and sustainable growth across multi-tower engagements.

Key Responsibilities

1. Client Relationship & Growth

- Develop and execute multi-year account strategy aligned to Wipro's industry and service line priorities.
- Drive revenue growth through consulting-led modernization and transformation programs.
- Build and leverage C-level and C-1 relationships to influence strategic initiative

2. Solutioning & Presales Leadership

- Lead integrated solution design across Application Modernization, Cloud, Data, and Infrastructure domains.
- Partner with domain and technology teams to develop differentiated proposals and transformation roadmaps.
- Drive presales governance —from qualification to closure — ensuring solution integrity, pricing accuracy, and risk mitigation.
- Collaborate with global delivery and consulting teams for seamless handover from presales to execution.
- Engage with OEM partners (Microsoft, AWS, Google Cloud, Azure) to co-create solutions and joint go-to-market strategies.
- Demonstrate strong understanding of customer application landscapes, including legacy systems, custom applications, and integration platforms.

3. Delivery Governance & Client Success

- Oversee delivery performance across all engagements, ensuring adherence to SLAs, quality, and contractual commitments.
- Conduct regular NPS/CSAT reviews and client satisfaction assessments.
- Lead issue resolution and escalation management.
- Drive continuous improvement and automation initiatives to enhance delivery efficiency.

4. Team Leadership & Capability Building

- Build and manage cross-functional teams across consulting, presales, and delivery.
- Mentor account managers, solution architects, and delivery leaders.
- Drive employee engagement, performance management, and leadership development.

Required Skills

Mandatory Skills: Sales .

Experience: >10 YEARS .

Company Description