
Presales/Solution Principal - Infrastructure Services Exclusive job

Senior Presales

Job Information

Recruiter

Izumi Network Yugen Kaisha

Job ID

1591395

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 ~ 15 million yen

Refreshed

June 8th, 2026 05:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are looking for Bilingual Solutions Architect for Digital Foundation (Infrastructure Services)

Reporting to Global Vertical Business Management Group (BMG) Head

Location : Japan (Tokyo) - Hybrid

Required Skills

- 10-15+ Years of experience in IT Infrastructure Services Presales

- Proven track record of winning **large, complex outsourcing deals** (mid- to high-value) as a Deal / Solution Architect
- Technical & Commercial expertise in at least 2-3 service lines amongst Digital Workplace, Cloud & Hybrid Infrastructure, Cybersecurity, Networks & Service Management
- Strong experience solutioning **DFS customers**(Manufacturing, Automotive, Healthcare, Retail & CPG, HiTech, Financial Services) in Japan.
- Prior experience working with **Japanese enterprises** is mandatory.

Company Description