



## Solution Architect | client-facing

### Job Information

**Recruiter**

SPOTTED K.K.

**Job ID**

1603271

**Industry**

Other (Banking and Financial Services)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Hibiya Line Station

**Salary**

9 million yen ~ 12 million yen

**Refreshed**

July 21st, 2026 19:24

### General Requirements

**Minimum Experience Level**

Over 3 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

- Serve as the product and solution expert for clients, bridging business requirements and technical implementation.
- Analyze client workflows and business needs, translating them into clear functional and technical specifications.
- Develop high-level solution proposals and provide technical guidance throughout the sales and implementation process.
- Assess implementation feasibility, estimate effort, prioritize requirements, and contribute to project planning and scheduling.
- Collaborate with clients and internal teams to support onboarding, deployment, and post-launch success.
- Typical time allocation: Sales support (30%), requirements analysis and solution proposal (40%), solution design and technical planning (30%)

### Required Skills

- Strong understanding of enterprise business processes, workflows, and data structures.
- Experience designing scalable software systems and data architectures.
- Experience applying modern technologies to solve business problems in production environments.
- Excellent solution design, proposal writing, and technical documentation skills.
- Strong analytical and problem-solving abilities with the capacity to work independently on complex challenges.
- Client-focused mindset with strong communication skills and the ability to quickly learn new technologies and domains.
- Native-level Japanese proficiency for client communication and business-level English for internal collaboration.

**Preferred:**

- Experience in enterprise software architecture or solution design.
- Knowledge of business operations, data analysis, or financial concepts.
- Experience working in enterprise software implementation or consulting.
- Familiarity with software design principles and architectural best practices.
- Experience developing web applications, cloud-based solutions, or AI-powered applications.

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Company Description