



Solution Consultant

Job Information

Recruiter

SPOTTED K.K.

Job ID

1605027

Industry

Software

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

10 million yen ~ Negotiable, based on experience

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July 28th, 2026 17:46

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- Support the sales team throughout the pre-sales process.
 - Participate in customer meetings and solution discussions.
 - Prepare presentations, proposals, and demonstration materials.
- Collaborate with business partners.
 - Assist partners with solution proposals.
 - Create joint solution documentation and presentation materials.
- Work cross-functionally with internal teams.
 - Provide customer feedback to product and engineering teams.
 - Ensure smooth handoff of implementation details to Customer Success or Professional Services teams.
- Develop in-depth knowledge of the company's products and solutions.

- Understand product capabilities and integration methods.
- Translate technical features into business value for customers.
- Stay informed about relevant industry trends, technologies, and regulations affecting customers.

Required Skills

- Experience leading or serving as a consultant on at least two enterprise software implementation projects (such as SaaS, ERP, or other business applications).
- Experience implementing software solutions for large organizations (approximately 500+ employees), including one or more of the following:
 - Requirements gathering
 - Stakeholder coordination
 - Deployment support
 - Operational support
- Strong collaboration and communication skills.
- Ability to work effectively in a fast-paced and evolving environment.

Company Description