



Client-Facing Solution Architect

Own solution design end-to-end

Job Information

Hiring Company

Visual Alpha K.K.

Job ID

1605192

Industry

Internet, Web Services

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 10 million yen

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

August 28th, 2026 15:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- End-to-end solution design and client-facing architecture support for AI solutions in the financial industry

- Solve complex client challenges with technology and contribute to the growth of a fast-growing AI startup
- Hybrid work environment with a global team and opportunities to work with cutting-edge technologies
- Competitive salary from ¥7M and strong career growth opportunities in finance and AI domains

【Job Responsibilities】

- Act as the product expert in front of clients, bridging business needs and engineering execution.
- Analyze client workflows and requirements, and translate into clear technical and functional specs.
- Create client-ready high-level solution proposals and unblock technical objections in sales process.
- Validate implementation feasibility and cost, prioritize requirements, and come up with project schedule.
- Coordinate with client teams to ensure smooth onboarding, rollout, and post-go-live success.
- Typical time allocation: sales support 30%, requirement analysis and proposal 40%, solution design 30%.

< Opportunity >

- Join a fast-growing B2B vertical AI startup transforming productivity across the financial industry
- Join a diverse international team of data science and financial industry experts
- Play a critical role in building a category-defining company in a large, underserved market

< About Visual Alpha >

Visual Alpha is building the vertical AI platform for financial data workflows.

We automate how financial institutions process, validate, and report data — replacing manual, error-prone workflows with AI-driven systems. Our platform handles both unstructured documents and structured data, delivering production-grade outputs across private assets, accounting, and reporting.

Already trusted by leading financial institutions in Japan, we're scaling rapidly to become the category leader in vertical AI for finance, in Japan and globally.

【Employment Type】

Full-time

【Salary】

¥7,000,000 - ¥10,000,000 / yr

*Compensation to be determined based on experience

【Working Hours】

In accordance with company regulations

【Work Location】

Tokyo, Japan

*Hybrid (1 day/week remote, 4 days onsite)

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills

【Required Skills】

- Deep understanding of broader financial services industry, including workflows and data structures.
- Programming and software development experience.
- Hands-on experience in large-scale system architecture and database design.
- Proven experience applying AI/ML models to solve real-world problems at scale
- Excellent solution design, proposal writing, and technical documentation skills.
- Strong problem-solving skills with the ability to independently tackle complex issues.
- Self-motivated, client-oriented thinking, ability to learn new technologies quickly
- Native Japanese proficiency (client facing) with working-level English (internal communication)

【Desired Skills】

- Enterprise software architecture design background (5 years above)
- Strong at mathematical calculation and accounting knowledge (significant advantage)
- Investment management industry experience (significant advantage)
- Experience implementing various design patterns
- Experience creating web-services and/or AI models

Company Description