

Senior/Technical Sales Consultant–Digital Security Solutions

Job Information

Recruiter
SPOTTED K.K.

Hiring Company
SPOTTED

Job ID
1609504

Industry
Other (Banking and Financial Services)

Company Type
Large Company (more than 300 employees) - International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 18th, 2026 05:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
No permission to work in Japan required

Job Description

About the Role:

A **global leader in digital security solutions** is looking for a **Senior / Technical Sales Consultant** to join its **Data Security team in Japan**.

In this role, you will act as the **technical solutions lead for the Japan territory**, working closely with the sales team to develop opportunities, solve complex customer challenges, and drive successful adoption of the company's Data Security solutions.

This is an excellent opportunity for a technical professional with experience in **IT security, pre-sales, consulting, or technical support** who wants to combine deep technical expertise with customer-facing and commercial responsibilities.

Key Responsibilities:

- Partner with the sales team to build a strong pipeline and achieve sales targets.
- Lead **Proof of Concepts (PoCs)**, develop solution architectures, and create technical proposals for RFPs and customer projects.
- Develop customized technical solutions tailored to the needs of customers in the Japanese market.
- Present technical solutions at industry conferences, seminars, and marketing events.
- Provide expert technical advice and introduce security best practices to customers and partners.
- Help customers understand how the company's Data Security solutions can address their business and security challenges.
- Develop technical enablement plans and conduct workshops and training sessions for partners and customers.
- Maintain deep and up-to-date knowledge of the company's Data Security products and contribute technical expertise to the wider technical sales community.
- Support remote and field-based product installations when required.
- Troubleshoot technical issues and provide guidance on product integration when professional services are not available.

Requirements:

- Bachelor's degree in technology or an equivalent qualification.
- Experience in a **technology pre-sales, consultancy, or technical support role**, ideally within IT security.
- Proven experience working closely with sales teams to deliver **high-value, customer-focused IT security solutions**.
- Understanding of cryptographic technologies, including:
  - Encryption
  - PKI
  - Digital signing
  - Blockchain
- Knowledge of **Hardware Security Modules (HSMs), PKI, Windows and Unix operating systems, and networking**.
- Understanding of software development processes and cryptographic APIs.
- Familiarity with technologies and languages such as **PKCS#11, Java, and C**.
- Excellent written and verbal communication skills.
- Confident and outgoing personality with experience in **public speaking and customer presentations**.
- Strong commercial awareness with a persuasive and strategic mindset.
- Creative and analytical approach to solving complex technical challenges.
- **Native-level Japanese fluency is required.**
- Basic English skills are preferred.

Preferred Qualifications:

- Experience working specifically within **IT security or digital security**.
- Experience with **PKI, HSMs, cryptographic key management, or certificate lifecycle management**.
- **CISSP or MCSE certification** is a plus.
- Experience supporting customers through technical evaluations, PoCs, solution design, and implementation.

Why This Opportunity?

This role offers the opportunity to become a **technical security leader for the Japan market**, combining hands-on technical expertise with customer engagement, solution architecture, and commercial impact.

You will work on technologies at the forefront of **digital security, cryptography, cybersecurity compliance, and Post-Quantum Cryptography migration**, while helping customers solve complex security challenges.

If you're ready to make a significant impact on the **data security landscape in Japan** and take your technical expertise into a highly customer-facing role, this could be an excellent next step for your career.

Company Description