

Senior Sales Engineer

Job Information

Recruiter
SPOTTED K.K.

Job ID
1609757

Industry
Other (Banking and Financial Services)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
15 million yen ~ 25 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Refreshed
October 26th, 2026 04:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Senior Sales Engineer – Japan / APAC

About the Company

We are a global financial technology company providing modern brokerage and financial infrastructure to businesses around the world. Our platform enables financial institutions, fintech companies, investment firms, and other businesses to access a broad range of financial products and services through robust, developer-friendly APIs and technology infrastructure.

Our global team consists of experienced engineers, financial professionals, product specialists, and industry experts working across multiple countries and time zones. We are committed to making financial services more accessible through technology, while maintaining a strong focus on reliability, security, compliance, and customer experience.

We are looking for talented and motivated individuals who enjoy working in a fast-paced, collaborative environment and want to make a meaningful impact on the future of financial services.

The Role: As a **Senior Sales Engineer for Japan** / **APAC** , you will serve as a key technical and product expert for enterprise customers and partners across Japan and the wider APAC region.

You will work at the intersection of **sales, product, engineering, and customer success**, helping prospective and existing customers understand, integrate, and maximize the value of our platform.

The ideal candidate is a customer-facing technical professional with strong API and software integration knowledge, experience working with enterprise customers, excellent Japanese communication skills, and the ability to collaborate effectively with global teams in English.

You will also act as an important bridge between local customers, partners, vendors, regulators, and global product and engineering teams.

What You Will Do

- Provide technical support and relationship management for existing enterprise customers and strategic partners across Japan and APAC.
- Serve as a trusted technical advisor throughout the customer and partner lifecycle.
- Partner with Sales and Solutions teams on pre-sales activities, technical discovery, solution design, and API consultations.
- Lead technical presentations, product demonstrations, workshops, and solution discussions with prospective customers.
- Guide enterprise customers through API integration, implementation, testing, onboarding, and deployment.
- Translate complex technical and business requirements into clear specifications for product and engineering teams.
- Represent the voice of Japanese customers and partners internally, helping improve products and localized experiences.
- Serve as a product and technical subject matter expert across the company's platform and services.
- Work closely with product, engineering, compliance, operations, and customer success teams to address customer requirements.
- Develop a strong understanding of local market requirements, regulations, financial infrastructure, and industry practices across Japan and APAC.
- Own technical sales engagements from discovery through solution validation, RFPs, security questionnaires, and implementation planning.
- Support enterprise deal cycles in partnership with Account Executives and other commercial teams.
- Develop and deliver technical demonstrations tailored to different customer audiences.
- Create technical documentation, sales enablement materials, solution guides, and customer-facing content, including Japanese-language materials when required.
- Coordinate with Japanese-speaking customers, vendors, regulators, and partners and communicate relevant requirements to global teams.
- Support successful customer adoption and ongoing use of the platform while maintaining a high standard of technical and customer support.
- Stay informed about product development and release timelines and work with product teams to test and launch new capabilities with customers.
- Travel within Japan and APAC as required.

Required Skills

What We Look For: Must-Haves

- 5+ years of experience in a technical customer-facing role such as **Sales Engineering, Solutions Engineering, Technical Account Management, Solutions Architecture, or similar**.
- Experience supporting enterprise or B2B customers, preferably within a technology, API, SaaS, fintech, or financial services environment.
- Strong understanding of **REST APIs, SDKs, software integrations, JSON, and WebSockets**.
- Hands-on experience with tools such as **Postman, Grafana, API testing/debugging tools, and related developer tooling**.
- Native or business-level **Japanese**, with excellent written and verbal communication skills.
- Strong understanding of Japanese business culture and experience communicating with Japanese customers, partners, vendors, or other stakeholders.
- Business-level **English** and the ability to collaborate effectively with global, cross-functional teams.
- Ability to explain complex technical concepts clearly to both technical and non-technical audiences.
- Strong problem-solving and analytical skills.
- Excellent communication, presentation, and stakeholder-management skills.
- Ability to manage multiple projects and priorities independently.
- Self-motivated, detail-oriented, and comfortable working in a fast-paced and evolving environment.
- Strong ownership mindset with the ability to drive projects and customer engagements through to completion.

Nice-to-Haves

- Experience in **fintech, capital markets, brokerage, securities, banking, wealth management, or financial APIs** .
- Experience working with financial institutions, broker-dealers, securities firms, investment firms, or fintech companies in Japan or APAC.
- Knowledge of Japanese financial markets, brokerage operations, post-trade processes, and settlement practices.
- Familiarity with Japanese financial regulations and regulatory requirements.
- Knowledge of products or frameworks relevant to the Japanese investment market.
- Experience supporting or closing enterprise technology deals alongside Account Executives.
- Securities or financial industry qualifications.
- Experience with the **FIX protocol** or other financial industry messaging standards.

- Familiarity with **OpenAPI, API documentation platforms, and developer portals**.
- Experience with analytics, monitoring, or business intelligence tools such as Metabase.
- Experience creating technical documentation and customer-facing enablement materials.
- A strong interest in financial markets, securities, and financial technology.

What We Offer

- **Competitive Compensation:** Competitive salary and equity opportunities.
- **Benefits:** Comprehensive benefits designed to support your health and well-being.
- **Remote & Flexible Work:** Flexible working arrangements designed for distributed teams.
- **Home Office Support:** Financial support for setting up a productive home working environment.
- **Professional Development:** Opportunities for technical and professional growth, conferences, training, and industry events.
- **Global Collaboration:** Work with experienced colleagues and innovative customers and partners around the world.
- **Meaningful Impact:** Help shape the technology and infrastructure powering the next generation of financial services.

Our Values: We are looking for people who are:

- **Curious** – Always learning, asking questions, and looking for better ways to solve problems.
- **Empathetic** – Thoughtful toward customers, colleagues, and partners and able to understand different perspectives.
- **Accountable** – Take ownership, follow through on commitments, and strive for high-quality outcomes.

If you're passionate about technology, financial services, and solving complex customer problems, please reach out for a discussion.

Company Description