Solution Consultant

Job Information

Recruiter
Next Move K.K.

Job ID
1612849

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Salary
7 million yen ~ 12 million yen

Refreshed
November 24th, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
No permission to work in Japan required

Job Description

Our client is a publicly listed Japanese company building proprietary AI models and agent-based products for a specialized business domain. They're expanding into large enterprise solutions as they scale.

They are looking for someone with client-facing consulting or pre-sales experience, either in development/system implementation or business process transformation, who can bridge sales, customers, and development teams to turn business challenges into technical solutions.

What You Will Do
➢ Assess technical feasibility and handle technical Q&A during client proposal meetings
➢ Break down client business requirements into technical specs and proposal materials
➢ Design PoC scope and implementation plans for AI agent projects
➢ Collaborate with the development team on prioritization, requirements, and feedback loops

This role offers the chance to work on cutting-edge AI agent projects with major enterprise clients, direct influence over product development through client feedback, and a fast-growing, collaborative culture.

Why Join Them?

➢ Cutting-edge AI work
➢ A collaborative space in the heart of Tokyo
➢ Full social insurance coverage and transportation expense reimbursement
➢ Stock ownership and trust stock option programs
➢ Visa Sponsorship for overseas applicants (subject to Japanese language ability)

Required Skills

Requirements:
➢ Open to candidates from varied backgrounds — strong technical/development experience or strong business process/domain consulting experience are equally welcome, with role focus tailored to your strengths
➢ Must have experience proposing to corporate clients and organizing their requirements into actionable improvements
➢ Must have experience building consensus across multiple stakeholders (clients, internal teams, partners)

Bonus:
➢ Either a systems/pre-sales background (SIer, IT consulting) or a business process/domain consulting background (BPO, process reform, ERP/SaaS implementation)

Company Description