Senior Pre-Sales Consultant

Global leader in AI

Job Information

Recruiter
Anson McCade Pte. Ltd.

Job ID
1614342

Industry
Software

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

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
12 million yen ~ 18 million yen

Salary Commission
Commission paid on top of indicated salary.

Refreshed
November 5th, 2026 02:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Senior Pre-Sales Consultant

My client, a globally renowned AI innovator, is leading enterprise AI SaaS transformation across regulatory compliance, fraud and financial crime detection, investigation, and reporting.

They are seeking a Senior Pre-Sales Consultant in Japan to support their expanding sales initiatives. You will play a critical role in driving the growth of their AI and machine learning solutions, and work closely with distributed teams across sales, product, customer support, and delivery to engage with potential clients, understand their needs, and demonstrate how their solutions can address challenges within banking. Your understanding of AI and/or machine learning, combined with your

knowledge of the financial crime industry, will be essential in articulating the value of our offerings and securing new business opportunities.

The successful candidate will also help specify and perform demos for maximum customer impact, provide subject matter expertise and demos in pre-sales meetings, respond to RFPs and RFIs, and provide business consultancy on high risk pilots, including complex new propositions.

Required Skills

Key Responsibilities:

- Collaborate with the sales team to identify and qualify new business opportunities.
- Conduct comprehensive needs assessments to understand customer requirements and pain points.
- Develop and deliver compelling product demonstrations and presentations tailored to the specific needs of prospective clients.
- Provide technical expertise and insights on AI and machine learning solutions, highlighting their capabilities and benefits.
- Create and customise solution proposals, including technical documentation and ROI analyses.
- Serve as a trusted advisor to clients, addressing technical questions and concerns throughout the sales cycle.
- Stay up-to-date with industry trends, competitive landscape, and emerging technologies in AI, machine learning, and financial crime prevention.
- Support the development of sales strategies and contribute to the achievement of sales targets.
- Participate in industry events, conferences, and webinars to showcase our solutions and expand our market presence.
- Collaborate with the product and engineering teams to provide feedback on customer needs and influence product development.

Qualifications:

- Bachelor’s or Master’s degree in Computer Science, Engineering, or a related field.
- 5+ years of experience in a pre-sales, solutions consulting, or technical sales role, preferably within the AI, machine learning, or SaaS industries.
- Strong understanding of AI and machine learning concepts, technologies, and applications.
- Experience with financial crime prevention solutions, including fraud detection, anti-money laundering (AML), and risk management, is highly desirable.
- Proven ability to communicate complex technical concepts to both technical and non-technical audiences.
- Excellent presentation, negotiation, and interpersonal skills.
- Strong problem-solving abilities and a customer-centric mindset.
- Ability to work independently and collaboratively in a fast-paced, dynamic environment.
- Willingness to travel as needed to meet with clients and attend industry events.

Why Join?

- Opportunity to be at the forefront of financial crime prevention technology.
- A dynamic and supportive work environment that fosters innovation and collaboration.
- Competitive salary and benefits package, including health and dental insurance, flexible working arrangement, and more.
- The chance to work with a global team of passionate AI and machine learning experts.
- Professional development opportunities to advance your career in a rapidly growing industry.

Join my client in shaping the future of AI and machine learning in the fight against financial crime and beyond. We look forward to hearing from you!

Company Description